

**PAGES  
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# CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

**Montreal:** 701-703 Eastern Townships Bank Bldg.  
**London, Eng.:** 88 Fleet St., E.C.

**Toronto:** 111-127 University Ave.  
**New York:** Rooms 1109-1111, 140 Broadway.

**Winnipeg:** 511 Union Bank Building

VOL. XXIV.

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NO. 26.

There's no disputing the fact that

## KEEN'S



## OXFORD

## BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the family trade ; stock up with KEEN'S—it's always in demand.

For Sale by all the Canadian Jobbing Trade.

**FRANK MAGOR & CO.,** 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

**Benson's**  
"Prepared" Corn Starch

**Edwardsburg**  
"Silver Gloss" Starch

The leading Laundry and Cooking Starches in Canada.

They are noted for their purity and ease in handling and leave a good profit for the dealer.

SEE TO YOUR STOCKS

### EDWARDSBURG STARCH CO., LTD.

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.      Works, Cardinal, Ont.      164 St. James St., Montreal

THE CANADIAN GROCER

BEST VALUE



# MACONOCHIE'S

## PRODUCTS

Pickles  
Peels  
Fish  
Jams  
etc.

Pan Yan Pickle  
Pan Yan Sauce  
Worcester Sauce  
etc.

FISH PRESERVING WORKS  
FRASERBURGH, SCOTLAND

GENERAL FACTORIES  
MILLWALL, LONDON, ENGLAND

CANADIAN REPRESENTATIVES

**MacLaren Imperial Cheese Co., Limited**

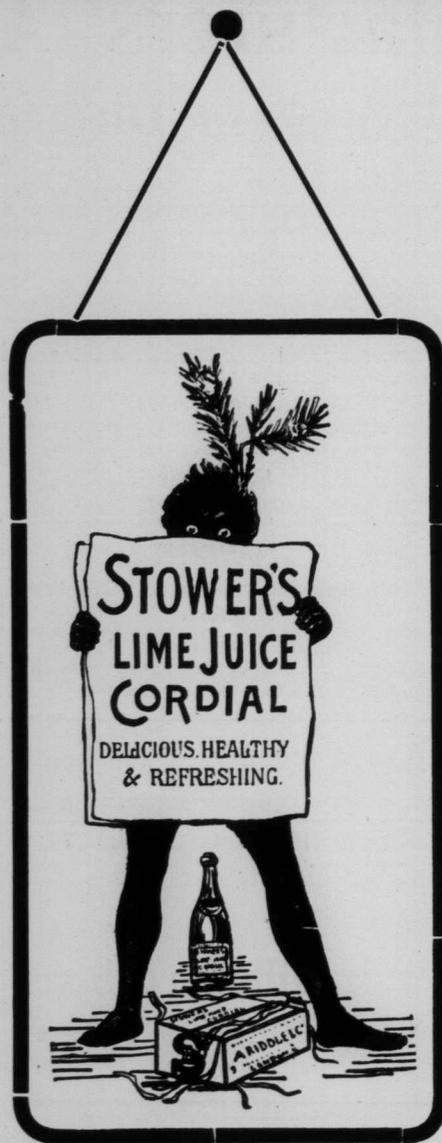
MANUFACTURERS AND IMPORTERS GROCERS' SPECIALTIES

TORONTO, CANADA

**Profitable**

**Palatable**

**As Supplied  
to  
His Majesty  
The King**



**As Supplied  
to the British  
House of  
Commons**

# "Stower's" Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

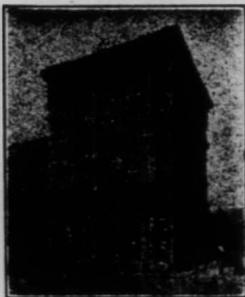
LIME JUICE CORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. It will not ferment and is sweetened with the best refined loaf sugar.

**NO MUSTY FLAVOR**

ARTHUR P. TIPPET & CO.

SOLE AGENTS



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

**R. B. Colwell**  
BROKER HALIFAX, N.S.  
REPRESENTING LEADING  
MANUFACTURERS, SUCH AS  
**E. D. Smith Lowneys Toblers**

**J. W. GORHAM & CO.**  
JERUSALEM WAREHOUSE, HALIFAX, N.S.  
Manufacturers' Agents and Grocery  
Brokers  
WAREHOUSEMEN  
can give close attention to few more first-class  
agencies. Highest references.

**FOR SALE**  
Cheap for cash, Fruit Cleaning Plant  
with Date Press. In good running order.  
**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

**ROBERT ALLAN & CO.**  
MONTREAL  
General Commission Merchants  
Representing Morris Packing Co.  
Pork and Lard—Finest Quality

**CLARE, LITTLE & CO.,**  
WESTERN DISTRIBUTORS  
Wholesale Commission Merchants and Manu-  
facturers' Agents. Cars Distributed, Warehouse and  
Forwarded. Warehouse on Transfer Track. Busi-  
ness solicited. Our position is your opportunity.  
**SASKATOON,**  
Western Canada

**H. B. BORBRIDGE**  
Wholesale and Retail Grocery  
Broker  
**OTTAWA**

**BUCHANAN & AHERN**  
Wholesale Commission Merchants and Importers  
QUEBEC, P.Q.  
Groceries, Provisions, Sugars, Molasses, Dried  
Fruit and Nuts, Grain, Mill Feed,  
Fish, Fish Oil, Etc.  
Correspondence Solicited. P.O. Box 29

**Live Representation !**  
Do not neglect the Eastern Townships.  
Am open for another good agency. Know  
the trade. Have three travelers.  
**E. H. BOWEN, SHERBROOKE, QUE.**  
Manufacturers' Agent and Broker.

**W. S. CLAWSON & CO.**  
Manufacturers' Agents and Grocery  
Brokers.  
Warehousemen  
**ST. JOHN, - - - N.B.**  
Open for a few more first-class lines.

**SALMON**—We can quote  
you on different lines, and as  
salmon is likely to be very  
much higher, our prices will  
interest you.

**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
TORONTO

NEWFOUNDLAND  
**T. A. MACNAB & CO.**  
ST. JOHN'S, NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful  
attention to all business. Highest Canadian and foreign  
references. Cable address: "Macnab," St. John's.  
Codes: A.B.C. 5th edition, and private.

**G. C. WARREN**  
Box 1036, Regina  
IMPORTER, WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT  
Trade Established 12 Years.  
Domestic and Foreign Agencies Solicited

**W. G. A. LAMBE & CO.**  
TORONTO  
Grocery Brokers and Agents.  
Established 1885

**I WILL GET BEHIND AND PUSH**  
one good staple line. No "dead ones" or "may-  
bes" considered. I only want one, so write me  
to-day.  
**G. WALLACE WEESE**  
Manufacturers' Representative  
30-32 Main St. East HAMILTON, Canada  
"Face to Face Business"

**W. G. PATRICK & CO.**  
Manufacturers' Agents  
and  
Importers  
77 York Street, Toronto

**MacLaren Imperial Cheese Co.**  
Limited  
AGENCY DEPARTMENT  
Agents for Grocers' Specialties and Wholesale  
Grocery Brokers  
TORONTO, Ont. DETROIT, Mich.

**ARRIVING IN STORE**  
1 Car Purnell & Panter's celebrated  
English Pickles and Vinegar,  
all sizes.  
**Lind Brokerage Company**  
73 Front St. E., Toronto

**THE HARRY HORNE CO.**  
Grocery Brokers and  
Manufacturers' Agents.  
309-311 King St. West, - - Toronto  
Leading manufacturers of Grocery Specialties  
desirous of extending their business, should write  
us at once. Correspondence solicited from For-  
eign Firms.

**WATSON & TRUESDALE**  
(Successors to Stuart, Watson & Co.)  
Wholesale Commission Brokers and  
Manufacturers' Agents.  
WINNIPEG, - MAN.  
Domestic and Foreign Agencies Solicited.

CORRESPONDENCE SOLICITED  
**H. G. Spurgeon**  
Manufacturers' Agent  
P.O. Box 1812 WINNIPEG, MAN.

DO YOU WANT REPRESENTATION IN  
WINNIPEG  
Where Business is Booming?  
**BAWLf, DAVEY & CO.**  
Wholesale Grocery Brokers.

**DISTRIBUTORS, LIMITED**  
P. O. Drawer 59  
EDMONTON, ALBERTA  
Manufacturers' Agents, Commission Mer-  
chants, Warehousemen.  
We sell direct from the Manufacturer to the Retailer  
Track connections with all Railroads.

You must have "good coffee" to get the  
**SUMMER TOURIST TRADE**

You can get it if you sell

**"Gold Medal"**

**"Empress"**

½, 1 and 2-lb. tins,  
whole or ground.

5, 10 and 25-lb. tins,  
whole or ground.

**COFFEE**

WE GUARANTEE EVERY POUND

**EBY-BLAIN, LIMITED**

Sole Wholesale Distributors

Toronto

***The Tea you want for your Trade***

You want a  
Tea that you  
can recom-  
mend always  
with abso-  
lute confi-  
dence to your  
trade.

**BLUE RIBBON TEA**  
*is a pure, richly-blended  
tea of delicious flavor  
and strength, preserved  
in sealed lead packets.*

Because Blue  
Ribbon Tea  
always suits  
the particu-  
lar tea-drink-  
ers, therefore  
it will suit  
your trade.

This is the Tea you want for your trade

***The Blue Ribbon Tea Co., Limited***

***Montreal, Canada***

# UPTON'S

## Pure

# Jams and Marmalades

In Bulletin No. 194, issued by the Canadian Government, the chief analyst declares Upton's Pure Jams and Marmalades absolutely pure. In addition to this we give you our guarantee that these preserves are put up in season from clean, sound fruit and granulated sugar, and are the finest preserves that can be produced.



Look at these prices and place your order at once, if you want high-grade preserves :

### UPTON'S PURE JAMS AND MARMALADES

GUARANTEED FINEST QUALITY

	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.		16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Raspberry Jam .....	\$1.90 per doz.	55c per pail	Peach Jam .....	\$1.70 per doz.	50c per pail
Strawberry Jam .....	1.90 per doz.	55c per pail	Plum Jam .....	1.60 per doz.	40c per pail
Black Currant Jam ....	1.90 per doz.	55c per pail	Assorted Jam .....	1.75 per doz.	50c per pail
Red Currant Jam .....	1.70 per doz.	50c per pail	Grape Fruit Marmalade	1.60 per doz.	45c per pail
Gooseberry Jam .....	1.70 per doz.	50c per pail	Orange Marmalade ...	1.45 per doz.	37½c per pail
			Apple Butter .....		37½c per pail

*Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.*

TERMS: Net, No Discount

## The T. UPTON CO., Limited,

HAMILTON, CANADA

**W**HEN you buy your Canned Goods,  
see that you get those packed by  
Dominion Cannery, Limited. Quality  
is guaranteed. You take no risks.

Leading Brands :

**“Aylmer”**

**“Little Chief”**

**“Log Cabin”**

**“Simcoe”**

**“Delhi”**

**ETC.**

**DOMINION CANNERS**

**LIMITED**

**HAMILTON.**



# Why Not Have A *Campbell's* **SOUPS** Window Display?

We'll send you all the materials, except the stock—FREE—with full directions. This window display will draw into your store the sales we are creating by our big, strong advertising which appears in the leading national magazines, and reaches the best-

living, biggest-buying families in your locality. We'll gladly mail our Menu Book to customers whose names you send us. CAMPBELL'S SOUPS will please your customers so well and pay such a splendid profit that it would be worth a good deal to you to become known as a leading dealer in them. Let us help you accomplish this.

**Joseph Campbell Company**  
Camden, N. J.

"21 Kinds.—Look for the Red-and-White Label."

ROSE & LAFLAMME, LTD., 400 St. Paul St., Montreal, Sales Agency for Provinces of Quebec and Ontario.

## Put up in Glass and Tin



OX TONGUES  
POTTED MEATS  
GALANTINES  
ETC., ETC.



# POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers  
LONDON, ENGLAND

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

**ROSE & LAFLAMME, Limited,** CANADIAN SELLING AGENTS  
MONTREAL TORONTO

# There's a Feeling of Solid Satisfaction



IN HANDLING SO GOOD A VINEGAR AS

## White Cottell & Co.'s

It's a good thing when there is satisfaction on both sides of the counter. Vinegar business prospers under such condition. Let us help your prosperity by shipping a little lot of our Natural Malt Vinegar.

CONTRACTORS TO THE  
WAR OFFICE AND ADMIRALTY

**CANADIAN AGENTS:**

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.  
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.  
MacGregor Specialty Co., 437 Parliament St., Toronto.  
Mr. Kenneth H. Munro, Montreal.  
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.  
W. A. Simonds, 89 Union Street, St. John, N.B.

## White Cottell & Co.

CAMBERWELL, S.E., LONDON, ENG.



IF a woman of discrimination goes into your store for the first time, and sees that these two lines are brought prominently to the front, you have gone a long way toward winning her confidence. The successful merchant always features standard goods like . . . . .



## Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co, Calgary., Edmonton, Vancouver and Victoria, B.C.

Beans, to be enjoyed, must be of the best quality and taste. To get this happy combination the beans must not only be prepared scientifically, but put up by the most experienced packing men.

These essentials are to be found in the

# Balaklava Brand BAKED BEANS

Dealers who handle our goods never hear of a dissatisfied customer, and once eaten they are always wanted.



**The Eastern Canning Co.**

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

## The Sauces and Pickles

MADE BY

# Purnell & Panter

BRISTOL, ENG., Limited

are of the same excellent quality as their



## English Pure Malt Vinegar



Canadian Agents:

Charlottetown, P.E.I., Horace Hazard; St. John, N.B., C. E. McMichael; Halifax, N.S., Erb & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. de Bonhomme, 131 St. Peter St.; Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman, Blanchard & Wood, 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Mercantile Bldg., cor. Cordova and Homer Sts.

## "EDINBURGH'S PRIDE"

EVERY BOTTLE OF

# Symington's "Edinburgh" Coffee Essence



does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

## Thos. Symington & Co. EDINBURGH

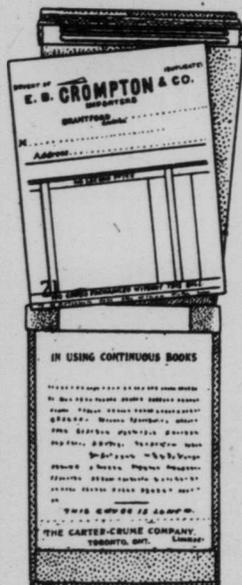
Agents for Ontario—  
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—  
Messrs. F. L. Benedict & Co., Montreal.

It is worth something to a grocer to sell the most famous coffees in America. Such, beyond question, are the products of Chase & Sanborn.

**CHASE & SANBORN**  
MONTREAL

## AVOID ERRORS



in making out your charge accounts, and the losses you sustain when charges are omitted to be made, by using OUR

## Counter Check Books

They are well printed, convenient and of good quality, and designed to meet the requirements of every business, whether Cash or Credit.

Write for samples and prices; we are now in a position to give better service, with no advance in price.

**F. N. BURT CO., Ltd.**  
TORONTO - MONTREAL

Phone Main 2511

Phone Uptown 5962

**MINUTE**

TRADE MARKS REGISTERED U.S. PAT. OFF.



ALWAYS READY

**TAPIOCA**  
NO SOAKING

## Tell this to the WOMEN

By using Minute Tapioca a first-class, delicious summer dessert can be produced in fifteen minutes.

Minute Tapioca does not require soaking—ready for instant use right from the package. One package of

### MINUTE TAPIOCA

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance. MINUTE TAPIOCA is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

Ask your jobber for  
**MINUTE TAPIOCA**

**Minute Tapioca Co., Orange, Mass.**

## WHITE SWAN LYE

**MAKES DIRT FLY**

**AND YOUR PROFITS HIGH**

**BUY**

## DAIRY BUTTER WANTED

Either in carload or less than carload lots.  
If you have any to offer, quote us your prices.

**F. R. Stewart & Co.**  
VANCOUVER, B.C.



### White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE-MARK below ; it stands for excellence.

Write for Details. Made in Canada.

**White Mop Wringer Co.,**  
FULTONVILLE, : N.Y.



### Exclusive SPECIAL Adjuster Elgin National Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue :

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
REGINA, SASK.—Campbell Bros. & Wilson  
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

## Smoked Herring in Bouillon

The new line put up by CHR. BJELLAND & CO., Stavanger, Norway (packers of King Oscar Brand Sardines.)

**A large tin of small  
Herrings packed sardine style in Spiced  
Bouillon.**

Pays the retailer a handsome profit at  
**10 cents per tin.**

**John W. Bickle & Greening**  
(J. A. Henderson)  
Canadian Agents Hamilton

## British Columbia Companies Act 1910

We are prepared to act as principals for companies desiring to do business in British Columbia without such companies assuming the responsibilities and obligations imposed by the above Act.

This Act, which comes into force July 1st, 1910, requires the registration or licensing of extra-provincial companies doing business in British Columbia, the payment of fees set forth in the Act and the filing of statements, together with particulars of all mortgages and charges created by an extra-provincial company.

**Shallcross, Macaulay & Co. Ltd.**

Branches at Victoria, Vancouver, Nelson, B.C., and Calgary, Alberta

## SUNNY MONDAY LAUNDRY SOAP

"Contains No Resin"



You are taking no risk when you recommend Sunny Monday Soap. Sunny Monday Soap is as absolutely pure as soap can be made, only the highest class of materials enters into the manufacture of it, and best of all it contains no resin.

Sunny Monday Soap gives the grocer a good profit, and a satisfied customer.

**THE N. K. FAIRBANK COMPANY**  
MONTREAL, CANADA

# Have You Written Yet

for a free sample of FROU-FROU, the world's greatest wafer?

Nine times out of ten the grocer who writes us for a sample, and tastes the taste of Frou-Frou, places a trial order for this dainty Dutch Delicacy.

Your customers will appreciate the goodness and unique flavor of Frou-Frou, and repeat business invariably follows its introduction.

The dealer runs no risk in adding Frou-Frou to his stock, as it is warranted to keep in perfect condition any season of the year, and our price-protection plan makes it worth while to handle this peer of all wafers.

Thousands of grocers all over the world are selling Frou-Frou and few articles have ever met with such universal approval of the grocery trade than has this dainty production from old Holland.



Taste the taste of  
**FROU-FROU**  
The Dutch Wafer of indescribable charm.

**MACGREGOR SPECIALTY Co.**

Canadian Distributors

TORONTO, ONT.

Do You Use

*Redpath*

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

**The Canada Sugar Refining Company, Limited, Montreal, Que.**

Are You Carrying The  
**Empress Brand?**

Coffees, Spices, Flavoring  
Extracts, Pure Jams  
and Jellies

WE WANT YOU to do so.  
IT WILL PAY YOU to do so.  
YOU WILL do so if you try them once.

WRITE US

**Empress Manufacturing Co.**  
Limited

VANCOUVER, B.C.

If it's PROFITS you want, Sir—  
Don't overlook the claims of H.P. SAUCE

A reliable article, an ever widening demand, and most  
generous margin for YOU. Get H. P. into stock—quick!

W. G. Patrick & Co., Toronto and Montreal.  
R. B. Seston & Co., Halifax, N. S.  
W. H. Escott, Winnipeg, Man.  
The Midland Vinegar Co., Birmingham, Eng.

**H.P. SAUCE**



# PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

# GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

# JAPAN TEAS

We now have New Ones on spot, just arrived. Jobbers please write for samples.

**S. T. NISHIMURA & COMPANY**  
MONTREAL & JAPAN



## To Northern Ontario Merchants

**WE** are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can **SAVE** you the freight you would have to pay when buying in the older parts of the province. We can also promise **YOU** the promptest delivery. Get in touch with us immediately. Time is **MONEY**.

**A. J. YOUNG, Limited**  
Wholesale Grocers and Provision Merchants  
**NORTH BAY and SUDBURY**

Your particular customer will buy

## MASON'S No. 1 SAUCE

because there's a piquancy and flavour to it that give a zest to even the plainest fare.

Its ingredients are of absolute and guaranteed purity, and it is made in a Canadian factory that is a model of cleanliness and efficiency. The sauce is made from the famous **MASON** old English recipe.

Send for samples and prices.

There's room on your shelves, Mr. Grocer, for a satisfaction-giver like

**No. 1 SAUCE**

**MASONS LIMITED,**  
25 Melinda Street, - Toronto

Agents wanted where not represented.



## QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

**HAM & NOTT CO.**  
Limited  
BRANTFORD CANADA



**McLean's  
Cocoanut**

HAVE  
THE  
BEST

The Canadian Cocoa Nut Co.,  
MONTREAL

**McLean's**



**This Summer Weather**

you should recommend

## SHIRRIFF'S JELLY POWDERS

They produce instantly that sparkling, pure, natural-flavored Jelly which delights the dainty housewife. See to it that you are able to supply the insistent demand for SHIRRIFF'S.

Order from Your Jobber or write us direct

**Imperial Extract Co., 8, 10, 12 Matilda St., Toronto**

# CHAMPION'S

# MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.

Green & Co., 136 John Street, Toronto. R. Robertson & Co.,

J. W. Snowden, 413 St. Paul St., Montreal

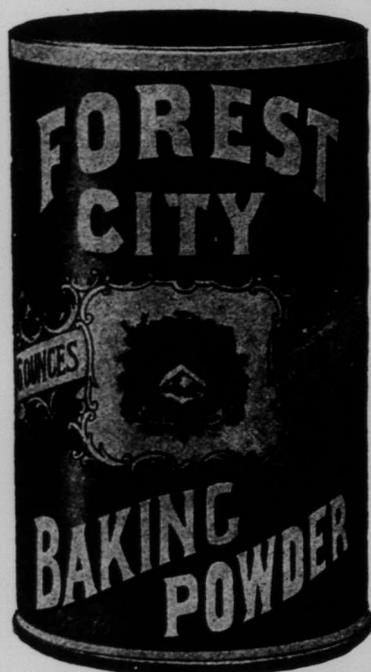
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg

912-913 Dominion Trust Bldg., Vancouver, B.C.

We are open to do business on easy consignment terms

Write our Agents for Particulars

## FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.

12 oz. " \$1.25 "

16 oz. " \$1.50 "

Manufactured By

GORMAN ECKERT & CO., Limited

London & Winnipeg

"Cleanliness is next to Godliness"

For every kind of house-cleaning the particular housewife has nothing but good to say about

## ASEPTO

Soap Powder

"The enemy of dirt"

It is very economical in use, and the effective and rapid way in which it does its work is a certain guarantee of repeat orders.

See to your stocks.

ASEPTO MFG. CO.

ST. JOHN, N.B.

Agents— ROSE & LAFLAMME, Ltd. Montreal



**Repeat Orders** is the story of all Grocers who handle

## Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMEY CONDENSED MILK CO., Limited, - AYLMEY, ONT.

NO GROCER WHO WANTS QUALITY SHOULD NEGLECT TO ORDER

**Tartan**  
**BRAND**

**Fruit Jar Rubbers,** the finest and different from any other line.

**Spices** are the purest and best.

**IMPERIAL VINEGAR**

One trial will prove its superiority.

**WAGSTAFFE'S** New Season Strawberry Jam

Absolutely pure, sells itself. Save labor by stocking it.

Phone 596 Long Distance at our expense.

**BALFOUR, SMYE & CO.,** WHOLESALE GROCERS . . **HAMILTON**

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them:—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

**The St. Lawrence Sugar Refining Co., Ltd.,**  
Montreal



**A COLD CURE EVERY Dealer Can Recommend**

To be able to recommend an article because of its success in the past makes selling easy.

**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it.

Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

**MATHIEU'S NERVINE POWDERS**

which are necessary to reduce fever and remove pains in connection with colds.

**J. L. MATHIEU CO., Props.**  
**SHERBROOKE, P.Q.**

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

**There's Profit Ahead**

for every Grocer who is handling our well-known

**Sterling Brand Catsup**

It is prepared and bottled in an up-to-date, sanitary factory and you have our unqualified guarantee that

**Catsup**

*Sterling*  
BRAND  
**Catsup**

is prepared from the choicest ripe fruit and purest spices only.

Here's a line to influence the better-class trade your way. Don't let the opportunity pass. Order a case to-day.

**The T. A. Lytle Co., Ltd.**  
Sterling Road  
TORONTO

# Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

**The Horton-Cato Mfg. Co.**

Windsor,            ::            ::            Ontario

## The Commercial Account Register

*The Up-to-Date Merchant Wants:*

- FIRST—The Best.
- SECOND—Time Saver. Quickness in operation.
- THIRD—Fire Protection. It must fit his safe.
- FOURTH—Durability.



### THE COMMERCIAL

has all the above features. Besides, it is equipped with the PATENT AUTOMATIC and indestructible sheet holder, PATENTED "locked" slip holder, and will LAST A BUSINESS LIFETIME.

It is the only perfect one-writing system. Does away with posting and statements. The BEST COLLECTOR known. Thousands in use in Canada and the United States. Send postal for catalogue.

**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.

## GOOD BISCUIT CONDITION

is as indispensable to your trade as good biscuit quality.

### Carr & Co's Carlisle Biscuits

enjoy a world-wide reputation not only for quality, but also for the fresh condition in which they invariably reach you. Aren't these the kind to handle?

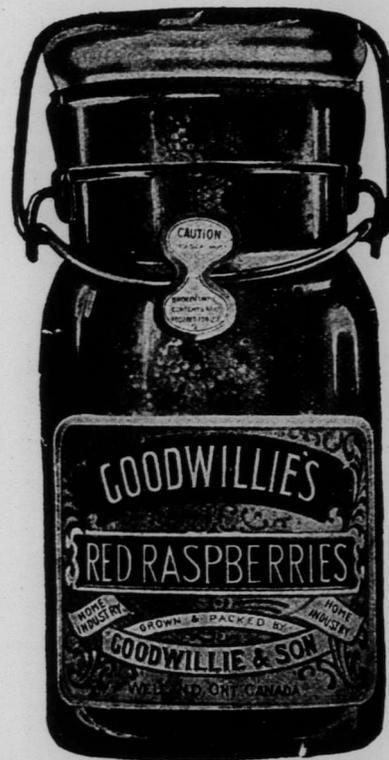


Order from nearest agent

**Carr & Co.**

CARLISLE, ENG.

Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B. C.; T.A. McNab & Co., St. John's, Newfoundland.



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO





## It Pays to Sell CANE'S Washboards

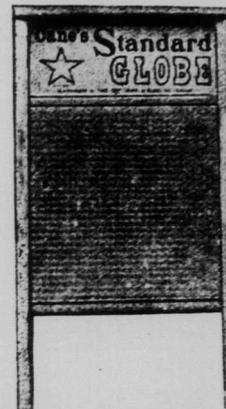
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

**The Wm. Cane & Sons Co., Limited**  
NEWMARKET, ONT.



"Worth Crowing About"

"A Quick Seller"

# BAIRD'S SAUCE

SOLE PROPRIETORS  
JOHNSTON, BAIRD & CO., GLASGOW, Scotland.

Agents:—Geo. Stanway & Co., Toronto; W. L. McKenzie & Co., Winnipeg;  
R. Robertson & Co., Vancouver and Victoria.

# GINGERBREAD —BRAND— MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's;  
pails—1's, 2's, 3's, 5's gals. and in barrels  
and halves.

A trial order from your wholesaler will  
convince you that Gingerbread Brand is

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses  
Co., Limited**

HALIFAX - NOVA SCOTIA

## You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

# AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of 40c. leaves you a "well-worth-while" profit. See to your stocks.

**W. H. GILLARD & CO., Hamilton, Ont.**

BRANCH—SAULT STE. MARIE



# THIS IS THE TIME

to look into your stock book and fill in what is needed. Spring importations are now arriving.

Order Early.

PROPRIETORS

## ROWAT & CO.

GLASGOW, SCOTLAND

Canadian Distributors:— Snowdon & Ebbitt, 325 Coristine Bldg. Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

**"Klondike" and "Jubilee"**

Manufactured by  
**Stevens-Hepner Co., Limited**  
 Port Elgin, Ontario, Canada

Are you handling the original magic hand cleaner?  
 For the effective chasing of all

# SNAP

dirt, grease, tar or paint from the hands "SNAP" is unrivalled. Sells at sight. Order from your jobber

**SNAP**  
 Co.,  
 Limited



**MONTREAL**  
**CANADA**

**DOWNEY'S**



**COCOANUT**

**THE BEST  
FOR THE  
MONEY**

**W. P. DOWNEY**  
MONTREAL

**THE PEOPLE OF  
JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON  
"GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

**WARMINTON'S**

Shipping Specialties  
STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

**J. N. WARMINTON**

207 St. James St., - MONTREAL

**More Than**

**21,000**

**Retail Men**

west of the Great Lakes contributed to the enormous fire insurance premium fund of Canada for 1908

**\$17,027,275.00**

Of this amount a little over \$3,000,000 was retained in Canada, the balance going to other countries.

**The  
Retail Merchants'  
Fire Insurance  
Company**

Incorporated

is now being organized with a million dollar charter. Its stock being offered to retail merchants.

There is more than an opportunity contained in this message. Write at once to the Secretary of the Organization Committee,

**George J. Hyndman**

406 TRAVELLERS BLDG., WINNIPEG

for prospectus of the Company, application for stock and any further information.

**Western Retail  
Association**

**Cold Spring  
Lemonade Powder**

**For Picnic Parties,  
Travelers and  
Holiday Seekers.**

You can readily make this the best selling Summer Line in your store.

Your customers will appreciate having their attention drawn to it.

Put up in artistic, attractive 1/2 lb. and 1/4 lb. tins.

Prices and samples on application.



**S. H. EWING & SONS**  
MONTREAL and TORONTO



**CHINESE  
STARCH**

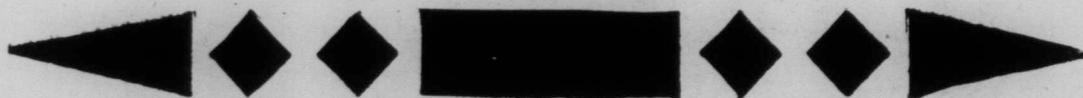
Quick Sales.  
Satisfaction.  
Large Profit.  
No Dead Stock

Get Prices

**OCEAN MILLS**  
MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

THE CANADIAN GROCER.

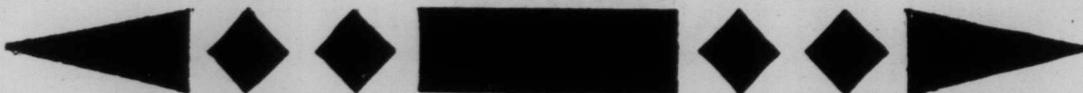


## Why Not Have the BEST SALT—that's CENTURY SALT

To hold the confidence of your trade, you must be able to back up all your statements with the goods, and that's where we can help you out. When you want anything in the SALT line--and want it right --let us have your order. We can furnish all grades of Salt. *Send for Price List.*

If there is anything we pride ourselves upon, it's the prompt way in which we fill orders.

DOMINION SALT CO., Limited, - Manufacturers and Shippers, - SARNIA, ONT.



# WAGSTAFFE'S

## NEW SEASON STRAWBERRY JAM AND STRAWBERRIES IN SYRUP NOW READY

Boiled in Silver Pans. Order  
quick please.

Mr. Grocer, we protect the health  
of your clients.

## WAGSTAFFE LIMITED

PURE FRUIT PRESERVERS - - - HAMILTON



## HAMILTON STORAGE

Most Centrally Located. Fireproof Warerooms for Merchandise.

**BONDED OR FREE**

Separate Rooms for Furniture. Insurance Arranged at  
Lowest Rates.

**LIBERAL LOANS**

Quickly and Confidentially Advanced on Goods in Store.

**GENERAL CARTAGE AGENTS**

Distributing from Cars a Specialty.

## THOS. MYLES' SONS, LIMITED

Main and Hughson Sts., Hamilton, Ont.

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# Getting the Business

Last year we sold 20,280,570 packages of "SALADA." This year the output ought to cross the 22 million mark. Part of this increase will be made in *your* town.

"SALADA" quality and "SALADA" value have been building trade for grocers everywhere—each year—for eighteen years.

And it will do the same for you.

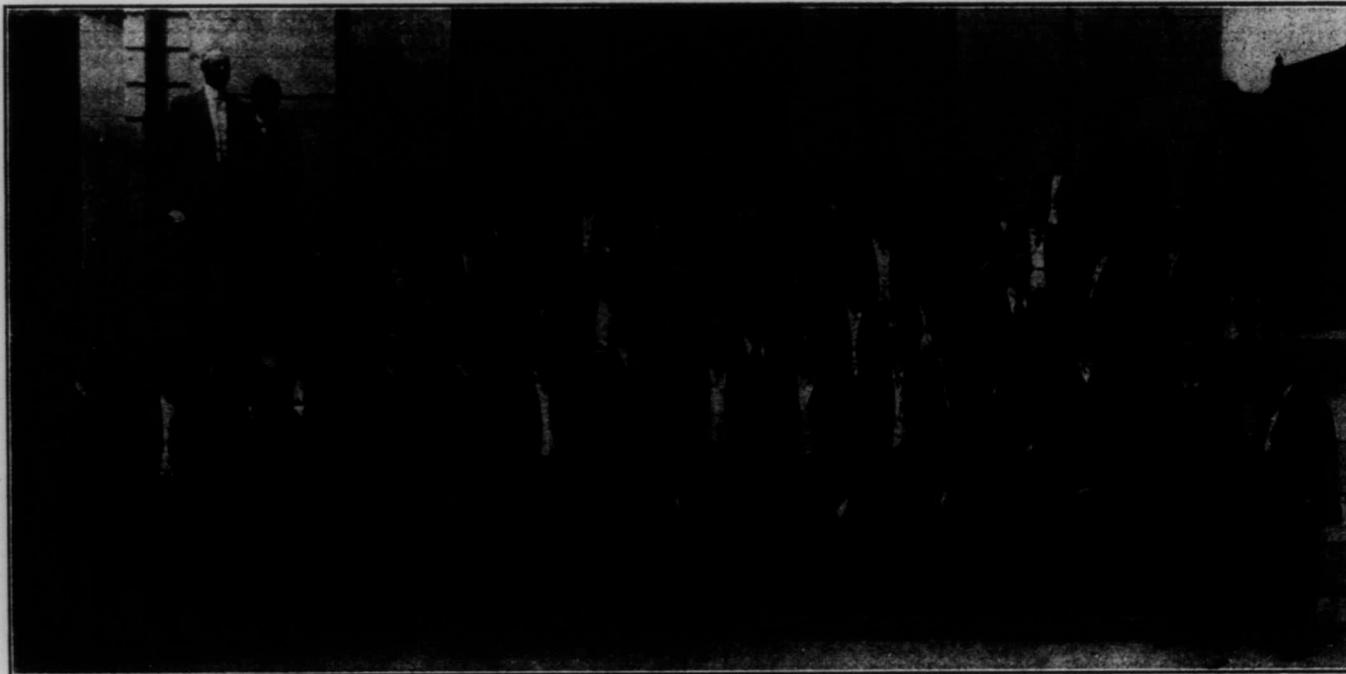
Feature it in your store—recommend it to your customers—and watch your trade grow.

## THE "SALADA" TEA COMPANY

TORONTO AND MONTREAL

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Group Photo of the Delegates Who Attended the Provincial Retail Merchants' Association Convention at Kingston—Taken in Front of the City Hall.

## The Questions Discussed at R.M.A. Convention

Legislative Victories and Offsets Reviewed—Some Stormy Passages When Change in System of Organization Work Was Proposed—Several Papers Read and Merchants' Troubles Ventilated—Ontario Bread Act Under Fire—Convention Goes to Guelph in 1911.

Staff Correspondence.

Kingston, Ont., June 30.—Many problems affecting the retail trade of Ontario, and particularly legislative questions, were discussed here last week, June 21 and 22, at the annual convention of the provincial branch of the Retail Merchants' Association of Canada.

Business men were present from various parts of the province including large and small centres. The attendance was more than 70—the largest in the history of the association according to those who have been at them all.

The dominant feature of the proceedings was the strenuous debating participated in throughout which held the attention of practically everybody until the ringing down of the final curtain. Men spoke their minds freely and no little love taps were by any means passed around. So much was this the case that President B. W. Ziemann, Preston, considered it his duty on several occasions to pour oil on the troubled waters and smooth down the ruffles. This strenuousity reached its maximum during the discussion on a proposed change in the constitution regarding the system of organization and collection of fees.

Nevertheless it had the effect of holding attention until the end—everybody wanted to see what was to happen next.

The first day was devoted to preliminaries such as addresses of welcome, appointment of committees to deal with reports, receipt of resolutions, etc., and the discussion on the resolutions. The reading of papers on various retail subjects constituted the particular business of the second day.

Apart from the convention proceedings the entertainments provided for by the Kingston branch of the R. M. A. could not be excelled—they were interesting, entertaining and educative. The results bore ample testimony to their efforts which were aptly expressed by George Mills (Kingston), when he said: "This is a convention of retail merchants but on behalf of the Kingston branch, I wish to say to each delegate present that

"Whether in groceries or dry goods  
RETAILERS we be,  
We're altogether WHOLESALERS  
In our welcome to thee."

### TUESDAY MORNING SESSION.

#### Names on the Register.

As the delegates entered the council chamber of the city hall they registered and the following shows the result:

C. W. Leadley, Verona; J. M. Smith, Long Lake; R. C. Chown, Rev. A. L. Green, Belleville; S. C. Denison, Napanee; D. S. Austin, Wooler; A. D. Westman, Chatham; N. B. Cobbledick, Toronto; Henry Watters, H. C. Ellis, Ottawa; C. W. Kelly, Guelph; J. C. Van Camp, Toronto; F. W. Young, Seeley's Bay; H. Gray, Caldwell's Mills; P. Slavin, Deseronto; R. W. Dockeray, Toronto; H. Occomore, Guelph; E. M. Trowern, Toronto; W. P. Zick, Stratford; A. Sweet, Winchester; A. Wemp, Bath; R. N. Thurtell, Ingersoll; J. A. Beaudry, Montreal; G. E. Gibbard, To-

ronto; B. W. Ziemann, Preston; M. Moyer, Toronto; A. B. Carscallen, Tamworth; James Quinn, Tweed; Albert Boyce, Sydenham; N. Steadman, Camden East; J. S. Neilson, Stella; G. W. Brady, Hoard's Station; S. N. Terrill, Fenelon Falls; B. McDonald, Picton; F. H. Schummel, Linwood; J. Impey, Toronto; A. Jardine, Crysler; T. S. Gillis, Lunenburg; W. A. McMurray, Gilmore; O. B. Johnson, W. B. Grier, St. Ala; T. A. Hinchclife, Gunter; Robt. Craig, Brockville; Wm. Rhodes, Brockville; A. M. Patterson, Brockville; A. J. Abernethy, Kingston; W. Y. Mills, Kingston; W. S. Newman, Perth; G. W. Britnell, Toronto; Samuel McCord, Toronto; I. McDonald, Mountain Grove; Peter Ritchie, Titchborne; E. M. York, Verona; T. W. Colling, Ottawa; J. A. McIntosh, Hamilton; H. J. Thompson, Sharbot Lake; Jas. McAlpine, Marysville; J. Munroe, Odessa; T. W. Ralph, North Augusta; R. B. Howes, Godfrey; D. S. Mallory, Mallory Town; J. S. Morton, J. L. Ashley, Stirling; J. C. McKinley, Seeley's Bay; W. W. Mann, Stittsville; F. Windover, M. S. Madole, Napanee.

#### Resolutions Submitted.

When the resolutions were submitted and passed around the committees to deal with them were struck off like this:

Committee on Provincial Legislation—H. Occomore, W. P. Zick, Daniel Couper, H. C. Ellis, A. Roney, F. W. Young, H. Gray, A. B. Carscallen.

Committee on Dominion Legislation—H. Watters, D. G. Laidlaw, M. Moyer,

H. Dyde, S. C. Denison, L. Locket, E. Wemp, J. Quinn.

Committee on General Subjects—E. T. Steacy, N. B. Cobbedick, A. D. Westman, C. W. Leadley, P. Slavin, H. W. Newman, A. Boyce, J. S. Neilson, F. Hoag.

Committee on Section Work—J. A. Van Camp, R. W. Dockeray, R. N. Hurlt, R. E. Crown, J. M. Smith, J. Gilbert, A. Sweet, N. Steadman.

Committee on By-Laws—Rev. A. L. Geen, J. A. Beaudry, C. W. Kelly, B. W. Ziemann, E. M. Trowern, A. Abernethy, G. E. Gibbard.

**TUESDAY AFTERNOON SESSION**

**Visitors Warmly Welcomed.**

In the afternoon the keys of the Limestone City were handed over to the delegates.

Mayor Dan Couper, who by the way is a Kingston retail grocer, welcomed the visitors. In a brief address he threw open the gates to the R.M.A. and hoped that it would continue to do things to strengthen the hands of the retailers. It was up to retailers to get together, work together for the good of all and not to envy one another.

"Gentlemen, the keys of this city are yours; go ahead and have a good time," he concluded.

C. A. MacPherson, president of the Board of Trade, added welcome words and pointed out the functions of the body he represented. The work of the Kingston section of the R.M.A. was somewhat similar to that of the Board of Trade—both were concerned with the advancement of the business interests of the city. The advantages of Kingston from a residential, educational, shipping, wholesale and manufacturing centre were also enumerated.

Geo. Mills, furrier, in furthering the welcome referred to the unanimity of all in respect to the future of Canada. Kingston was an historic spot that on its past had sent out men of brains, men of character of whom the whole country has been proud. He welcomed the visitors too as business men and hoped that they would leave the convention better able to cope with the questions affecting the retail trade of the country.

E. T. Steacy, drygoods merchant, and president of the Kingston branch of the R.M.A., deplored the condition that existed whereby retailers who were not members of the association accepted the benefits received without contributing financially to its support.

"We want to try to be the first men in our respective localities and if we only go after things together we can get them," he declared.

**A Believer in Advertising.**

President B. W. Ziemann (Preston), accepted the welcome. He was interested in the many advantages enumerated regarding Kingston and hinted that the city should "advertise its wares" a little more so that other people in the western parts of the province would appreciate them. "Advertise" was his advice.

"Education and commerce must go hand in hand if we are to be a great nation, and for these reasons Kingston hopes to do much for the nation," said W. F. Nickle, K.C., M.P.P., Kingston, in the course of an address extolling the advantages of his city.

Rev. A. L. Geen, druggist (Belleville), a past president of the association, claimed that the work of the R.M.A. of Canada was not to enhance prices but for the general weal of the retail business—to stamp out the wrong tendencies; to stamp out all these prize packages—the giving of something for nothing. "I believe," he declared, "that the giving of prize packages is teaching the people to steal. We are here for the general good will of all and to put business on a better basis."

He referred to a recent meeting of booksellers and stationers in Toronto where an address was given by a man who told how to get the confidence of the people, how to right wrongs, etc., and he believed that this should be the chief object of all association work.

Some delegate here passed a jocular remark about a general conception that

number present—better in his estimation than ever before. If some present were not members they were wrongly reaping the benefits derived from the work of the others.

J. A. Beaudry, Montreal, Dominion Treasurer, was the next speaker. Among other things he said:—"To uplift the moral standard in business is what we are trying to do and as a body of men we have done more than any other.

"We have gone to parliament often and we have always found the members of parliament among the best men in the country even if they did not always agree with our views.

"We have been trying to do too much with too little," he said in connection with the financial condition of the association. He believed that from this convention the members should do everything to place the association in a good financial basis.

"Unless the retail trade came together and formed a strong association so as to defend their rights the retail trade will suffer. The natural channel of distribution is from manufacturer to wholesaler, to retailer. Conditions make it more economical to place goods through this channel. He hoped that the association would never ask anything unfair to the general public and welfare of the country and that the work accomplished would be beneficial to all merchants.

Ald. R. C. Chown (Belleville), hardware merchant, first vice-president of the Retail Hardware Merchants' Association of Ontario, brought greetings from his association to the R.M.A.

It was a recognized fact that the retailers of Canada had not made such rapid progress as manufacturers, wholesalers, and farmers.

"The trend of the conditions is that profits are gradually going down and the expenses going up and the future of this association should be to work to cut down expense and increase profits."

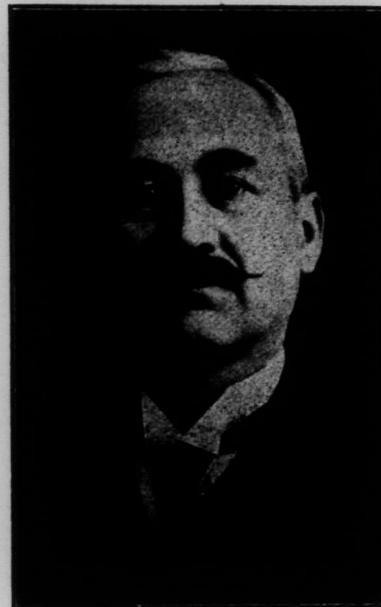
Mr. Chown referred in general terms to benefits derived already from the hardware association which now included one-third of the hardware merchants of Ontario. He suggested that the R.M.A. appoint a committee to confer with the hardware association, for there were many things in general that could be looked after jointly.

**The President's Address.**

The opening address was then given by President B. W. Ziemann (Preston), merchant tailor, who briefly gave an "account of his stewardship." There were many things that ought to be done yet it was hardly known where to begin.

One thing accomplished was a meeting with Col. MacLean and the editors of the MacLean Trade Newspapers—the Canadian Grocer, Hardware and Metal, Dry Goods Review, Bookseller and Stationer, etc. The aims and objects of the association were discussed at some length and much good will be accomplished all through Canada by the publication of association news in these papers.

"The question of closer relationship between the Hardware Association and the R.M.A. has been discussed. It was recognized that in many respects the aims of both were identical. The matter was talked over between the two executives and sub-committees have been



MAYOR DANIEL COUPER,

Kingston Grocer Who Looked After the Pleasure of the Visitors and who Took Part in the Discussions.

merchants are cheating the public and the connection between a clergyman and a merchant.

"No merchant should do a thing that a clergyman considers it wrong to do," he maintained.

"We should not envy one another but we should help one another along. There are too many petty jealousies in the business which should be eliminated."

Mayor A. M. Patterson (Brockville), drygoods merchant, second vice-president sprang a joke which was taken in good part by the Kingston retailers. On nearing the Limestone City, while coming in on the train the conductor, as conductors do, called out the name of the city—Kingston, Kingston, 'the windy city.' When the laugh subsided he talked business.

"This is a business man's convention composed of men who are doing things. We ought to be the foremost men in business to-day and we are too if we only get together and show those outside what we can do." The association was not doing the work it ought to do, but he was delighted to see such a large

appointed to look further into the question."

For the coming president and executive he asked the same support as had been given him.

Sec. E. M. Trowern then read several communications from members not able to be present. Among these were Adam Ballantyne, grocer (Hamilton), J. G. Quackenbush, grocer (Smith's Falls), Wm. H. Demaine, general merchant, (Ashworth), and others.

**Criticizes Collection Laws.**

Mr. Quackenbush in his letter pointed to what he considered to be an injustice to merchants in connection with the collection of accounts. His letter was as follows:

W. A. Mitchell, sec., Kingston R.M.A. —"In reference to your invitation to come to the convention, I am very sorry I cannot attend. It is at a very inconvenient time—it is pay-day here. I consider that it is very necessary to do something in the way of influencing the government to amend our laws to give the retailer a chance to live.



C. W. KELLY, Guelph,  
Elected President for the Coming Year.

"Take the collection laws, they are designed, one would think, to make the working public dishonest. One can hardly collect an account from a man who is working by the week. A garnishee is no use as the law now stands. If you sue a man it costs as much as an average account to make him pay; then if the man 'skips' out it costs more.

"Now credit is very necessary in business both in wholesale and retail. But it is very treacherous business as you do not know when you will get caught. In all justice the man who is given goods and never pays for them is just as guilty as the man who takes them when no one is looking.

"I think the "Pure Food Laws" are a little hard on us. We cannot tell what we are buying in many cases, still we are liable to a fine if impure food is found on our premises.

"I hope you will present my views to the committee so my voice will have some weight, even if I am not with you. I hope that good will come of the convention.

"J. G. QUACKENBUSH."

**Wants Prices Uniform.**

The letter from the Ashworth merchant read in part:—"To the Retail Merchants Association: The writer is engaged in a small country general store business at Ashworth and has had about ten years' experience in the retail business, and, if it is not out of place, I am taking the liberty of writing to you to express some of my views.

"In the first place every one has the same right to live and to live honestly. The price to all should be uniform; the chief object should not be to accumulate money but to put it to the best use that is in our power for the good of all.

"Customers should all be treated with the same courtesy—the poor man's money is just as good as that of the rich. This should apply to all retailers great or small in dealing with the wholesale houses. No company, however large its capital, should be allowed to buy or sell goods cheaper than another when bought in car lots.

"No company, concern, or individual should be allowed to sell or send goods in a retail way into another man's country. Everyone doing business should be permanently established—no peddlers allowed. Goods so sold impoverishes that part of the country where sent to the extent of the retailer's profit besides depriving him of being able to make his honest payments when due.

"All goods should be retailed at a fair margin and prices fixed by professional arbitrators. Any merchant who undersells or cuts prices on any article to draw trade should have a fine imposed not less than \$25 for the first offence and doubled thereafter.

"Goods that are of inferior quality should be labelled and marked No. 1, 2, etc., all frauds of underweighing and cheating should be punishable both to the merchant and customer. Posters should be put up in every shop to this effect.

"All adulterated foods should be kept out of the shop; goods so sent should be sent back to the manufacturer with costs.

"Stores should all be inspected to see that they are kept in a sanitary condition.

"When we are through dealing we should be able to look everyone in the face without thinking that we have robbed them of one cent.

"WM. H. DEMAINE."

**Would Not Sell to Peddlers.**

A general merchant forwarded to the convention the following letter which had been written to him by an Ottawa manufacturer. Its reading brought forth applause:

"This afternoon we had two Syrians come into our sample room whom we supposed had a place in the east end of the city. They bought about \$115 worth for which they were prepared to pay cash. They asked us however to ship these goods to your village and on inquiry found they were simply peddlers when we refused to ship the goods or take their money. It is needless to say they were somewhat surprised and indignant when their cash would not buy our goods, but we have no inclination to interfere with our customers' trade and promptly turned the order down."

The following communication was prepared by Jno. Gilbert, grocer,

(Kingston), but owing to pressure of business time did not permit him reading it:

"Years ago the individual merchant was obliged to make a personal fight against innovations injurious to his welfare, but alas he only met failure at every step. Later on little associations of different branches of trade were formed for mutual benefit and protection and good results followed. Dead beats were cornered, peddlers' ranks broken into, less price cutting, early closing by-laws enacted, and a general good-will and feeling towards each other resulted. But the novelty wore out. Meetings were badly attended, and gradually the associations became a thing of the past. But the good seed sown began to germinate and soon a strong feeling began to grow for a general association taking in all branches of legitimate trade with headquarters at Toronto and named: "The Dominion Retail Merchants' Association." They were fortunate in securing a secretary who has worked night and day to make the association a success and whose sword is ever drawn in defence of the retail trade and ever ready to plunge it into the enemy. Our president was well chosen. He carries weight and in a few words, he is just the man we want, a Wellington to fight under, a king to do his duty.

"All trades have their individual grievances, and all members should be interested, not only in what affects their own interests but in a general sense. One of our worst evils is the peddler nuisance. Peddlers travel from door to door selling their wares generally without license. They pay little or no taxes, they wear out our roads, they enjoy privileges which retailers pay dear for, and they seem to be pets of our city councils. Not one peddler's license was taken out in our city last year.

"Disease is often spread and carried from one house to another by these pirates of trade, and when fevers and smallpox break out, our noble St. Lawrence and Lake Ontario are blamed, and our children have to suffer and carry mutilated, tattooed arms for life. The peddler's by-law badly needs amending. All merchants carrying on a peddling business should be classed as peddlers and pay the license fee, for at present peddlers start small stores simply to avoid paying the usual tax. City officials are very lax, and will not force the peddlers to pay up no matter what by-laws are passed by city councils, and this is just what our association should attend to. It is simply time wasted getting by-laws passed unless men are appointed who will see that they are enforced regardless of creed or politics. Our police department is an almost useless institution. The individual policeman is not to blame, its the way the concern is managed.

"Another iniquity our Government presses upon us is the fee charged on weights and measures. It is simply a farce, and still another is the fining of retailers for goods put up by manufacturers as pure and which turn out to be adulterated. Why should the retailer be punished when he is innocent, and the manufacturer who is guilty go free? What encouragement does our Govern-

ment give the retailer to fight the adulterated food conditions? None. They say, 'send us down five cents worth of pepper and we will soak you eight or ten dollars for analysis; our analyst can tell at a glance how many peas are in an ounce of pepper, we need the money to pay all these high salaried gentlemen,'—hence our big fines.—Instead of the three men lately fined \$10 each for adulterated pepper, which they bought as pure, two of them had to put up \$24 and the third \$39. Now they have to resort to measures to prove their innocence and make claims on the manufacturer who put up the stuff. The retailer gets all the abuse and injury to his name and business owing to the silly way the Government has of doing things."

**The Secretary's Report.**

The following report was read by secretary E. M. Trowern:

"Eleven years have passed away since we first held our Ontario Provincial Convention. Whatever hopes we had at that time very few of us anticipated that we would have had such a long and continuous journey to take before reaching the point that we have arrived at to-day. But the difficulties that we have overcome may possibly be the means of strengthening our purpose and give us a new determination now that we have arrived only at the point, where had we been when we started, I sincerely believe that very few retail merchants would be outside of our organization to-day.

"As you are all aware when the question of organization is presented to the average retail merchant, his mind naturally dwells on his own trade troubles. He will ask you at once, what is the purpose for which you are organized? and, what benefit will I receive out of it? There are two natural questions. Had we told him that our purpose was to discontinue handling any line of goods that were placed by the manufacturers into the hands of price cutters, and that we were going to endeavor to secure a fair living profit on all goods that we handle, and we were going to have a systematic plan of notifying every member of our association weekly or monthly not to handle certain goods of certain manufacturers who had no interest in the retail trade beyond the desire to sell to any or all of them no matter whether they were trade pirates or not; had we told them these things eleven years ago, and had we been in a position to deliver the promise, I venture to say that instead of having scores at our conventions, we would have them by thousands. Had we been prophets and told them on the other hand that we would have to wait for eleven long years before we were rescued out of bondage and before we received a special Act of Parliament in the form of a Dominion Charter, together with the Combines and Investigation Act, to enable us to do what we can do to-day, I am afraid that the record of this convention would never have been told.

"Thanks, however, to the faithfulness and persistence of the few who have stood loyally by the executive officers who have been entrusted with the guidance of the ship, to-day we have arrived in port and we are preparing with a new cargo to sail off in the direction

of the harbor that every retail merchant has been longing to reach since we gathered in our first convention. The past therefore must not be lightly regarded, and the future of our association is what we make it.

"Needless to tell you that, having in view the immense importance of securing our Dominion Charter, and seeing it within sight, I have been bending every effort this year in the direction of assisting our Dominion Board to secure it. This, together with the guarding of our interests against the introduction of Co-operative Legislation into Canada, which I am pleased to say we prevented, has taken up considerable of my time, otherwise I would have a more extensive report to make to you of the progress of our organization work throughout the Province. Since our last convention, however, a number of resolutions that were passed at that meeting have received my attention.

"In reference to the resolution in regard to the publication of school books by the T. Eaton Co., I waited upon the Minister of Education several times and pointed out to him the objections raised by the merchants, and I am of the opinion that our resolution had the effect of calling public attention to the matter, and so much so that when the school book tender was advertised in Manitoba, we were requested to send up two representatives and visit the merchants and explain to them the conditions under which the school books tender of the Province of Ontario was granted. The representatives of our association went up and the result was that the tender was awarded to legitimate publishers and not to departmental stores.

"The resolution, known as No. 5 of last year, in which we requested the Government that when they form commissions of enquiry that they place upon the same only those persons who are familiar with the subject about to be investigated. This resolution was forwarded to the Government, and following our advice they requested a special committee from the milk dealers' section to submit to them a recommendation for the improvement of the milk supply which they did, and which is fully embodied and set out in the printed report of the Government Milk Commission. The resolution also passed at the last convention regarding legislation for Embalmers has received our careful attention and we have had a great number of interviews with the Government on the subject, and we have now a bill prepared which I think will receive the commendation of every embalmer in Ontario, and become law during the next session.

"Regarding the resolution in reference to the attitude of some trade papers toward our method of organization, the committee that was appointed to wait upon one publisher did so and upon a recent interview by the president and secretary of this board, we were assured the hearty co-operation of the same.

**To Confer With Wholesalers.**

"The resolution that recommended the closer co-operation between the wholesale and the retail trade has had fruitful results inasmuch as a joint committee has been arranged between the wholesale grocers and the retail

grocers section of our association, and as soon as the summer vacation is over, active work will take place.

"As provincial secretary and as representing the retail trade, I have had the honor of receiving a number of invitations from wholesale associations to address their meetings during the year, all of which points toward a better understanding between the wholesaler and the retailer, which must result in great good to both.

"Various conferences have been held with the master bakers concerning the amendment to the act respecting the sale and manufacture of bread. The act last amended was opposed by our association as we consider that it is not in the best interests of the baker, the retailer, or the consumer.

"As will be shown by the financial report, no new branches have been formed during the year. The financial results from those visited was small, owing to the membership fee being too small for practical purposes. At the last meeting of the Dominion Board,



B. W. ZIEMANN, Preston,

Past-President, Who Presided at the Convention.

the fee, as you are all aware, was increased so as not to be lower than \$5 per annum. Since the increase in the membership fee we have had no organizers in the field, as the provincial officers thought that it would be better to arrange for district organizers and, pending the securing of our charter when these organizers can do better work, we allowed the matter to remain over, but it will now be pressed forward vigorously.

"In the past, as you are aware, I have occupied a three-fold position—that of secretary for the Dominion, the Province and the Toronto branch. Finding that I had too much to attend to, I resigned the position of secretary of the Toronto Board on March 29, at the regular annual meeting, and this now gives me an opportunity of devoting my entire time to Provincial and Dominion work, and from the indications during the past two months, it will be seen that there is now every indication that very much more good work will be done for the Province in the future.

I shall not refer here to the necessity of organizing in a proper manner as that subject is fully dealt with by me in a paper to be read later, but I trust that what has been done, considering how it had to be done, will be fully appreciated by the members and that they will let whatever effort they may put forth to criticize the past be put into new life and energy for laying plans and suggestions for the future and above all things what is most desired is good-fellowship and good-will. I am pleased to say that in our provincial board the very best harmony prevails among its officers and members, and not one discordant note has yet been sounded, altogether owing to the fact that those engaged in our work, fully realize the ability, the zeal and the desires of each, and all having the same aims and objects in view, and with this harmony and forbearance and with the continued zeal of the past, I sincerely trust that since we have now arrived at the gateway, next year will find us in the temple occupying the places that we have won by much patience, much perseverance and much tribulation.

"Before closing I desire to especially mention the great assistance that has been rendered me in my work by our worthy president and treasurer. Our president has proven himself to be a wise counsellor and a true friend, calm in his disposition, clean in his judgment, and strictly honest in his intentions and convictions, and from the manner in which he has conducted the duty allotted to him, it is not surprising that he received the confidence of his towns-people and was elected as their aldermanic candidate. As our treasurer, M. Moyer, he has proved himself to be one of the great props and stays of the association in the hour of its greatest need, and his services will always be remembered by the members and especially by myself. To all the officers and members, I desire to also thank for the assistance you have given me during the year."

#### How Report Was Dealt With.

The secretary's report was handed over to a special committee and later in the session the following comments were read by H. Watters, druggist, (Ottawa), the chairman:

"Your special committee appointed to consider report of the secretary begs to recommend that it be received and adopted, and that a hearty vote of thanks be tendered him for his energy and zeal in promoting the interest and welfare of the association.

"We would especially note the valuable powers secured in the act of incorporation by the Dominion Parliament, and also the highly significant and advantageous privileges imparted in the enactment of the Combines and Investigation Act, empowering your association to undertake the objects of price adjustment in a legal manner.

"We are pleased to know that the relations existing between the association and the trade papers continues of the most pleasant character.

"Also that the influence of our association is becoming felt among the better class of citizens and we note with pleasure that the services of our secretary are frequently sought to deal with

questions touching on the relationship between the manufacturing, jobbing and retail trade.

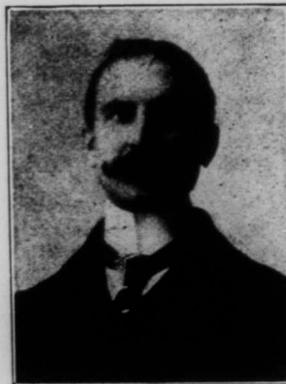
"Also that the best harmony prevails among all branches of our association and we would commend this happy situation as evidence of the interest taken in its work.

"We note with pleasure the intention to resume organization work and earnestly hope this may largely increase the membership and funds of the association.

"We beg to express the conviction that the apparently long and uphill efforts that have characterized the development of our association, are amply justified and compensated in the splendid results of these efforts as specified in the secretary's report.

"We feel that we cannot allow the opportunity to escape to emphasize the splendid services brought to the duties of your executive by President Ziemann, Treasurer Moyer and Secretary Trowern, and Dominion Treasurer Beaudry, and we recommend their services to the commendation of your body.

"We would earnestly urge all members of our association to acquaint



A. M. PATTERSON, Brockville.

First Vice-President until the Next Convention.

themselves with the fruitful results of work accomplished and prepare themselves to promote interest in the rank and file of the retail trade by instructing them in this regard."

#### Report of Treasurer.

When Treasurer M. Moyer was called upon to read his report he was greeted by "cheers for the greatest financier in Canada."

He announced a surplus of \$303.16 in the bank, to the credit of the provincial board as well as an additional 45 cents cash on hand. The receipts included \$43.94, as balance from last year, \$597.29 as members fees, \$772 special subscriptions, and a loan of \$60 by the treasurer for expenses to Ottawa to "save the charter."

#### Provincial Legislation.

The reports of committee on the various resolutions were then submitted. "Provincial Legislation" came first, H. Ocomore, hardware merchant (Guelph), being the chairman. The first resolution read:

"That it is the opinion of the members of this convention that the

Ontario Government should make provision so as to give more care and attention to the Commercial Legislation that is constantly coming before them."

The committee amended it so as to read as follows:

"That it is the opinion of the members of this convention that the Ontario Government should make provision by establishing a bureau for the purpose of gathering information as to methods of trading in other centres, so as to give more care and attention to the Commercial Legislation that is constantly coming before them."

This was adopted as amended.

#### Bread Act a Puzzle.

The next resolution dealt with by Mr. Ocomore's committee was that referring to the recent Ontario Bread Act. There were no bakers present and as the committee was not familiar with the situation they neither approved of or rejected the resolution, which read:

"That the retail merchants and bread manufacturers of the Province of Ontario were unjustly dealt with in the recent enactment of the Provincial Parliament, in that it is apparent that those who have their capital invested in the manufacture of bread, and whose experience would give them the better knowledge of the demands of the bread-purchasing public, were not consulted in the framing of the law. Further from our view-point we feel that time will work the remedy, and that eventually the bread business principle of commercial liberty will be granted to this important industry of the manufacture of bread. Again it is felt by the retail merchants and bread manufacturers that the legislators do not realize the magnitude and importance of the modern bread industry, nor do they seem to appreciate the disturbance created by the constant change of the law to this industry. Moreover, we are at a loss to understand why the bread industry is selected for periodical law-making attacks, or why the same law that governs a yard measure or a foot rule, or a pound avoirdupois or its multiple, should not govern the weight and sale of bread so long as that weight is properly shown upon the article sold."

The secretary explained that, according to the new act which comes into effect after July 1, no baker could make a loaf to weigh more or less than 12 oz., 24 oz. or 36 oz. There must be a standard weight.

He maintained that any baker should be allowed to make any sized loaf he wishes if he places the weight on it.

Then commenced a heated discussion with much opposition to the resolution. W. H. Dyde, grocer (Kingston), was against the resolution. "There should be a standard weight," he maintained.

Sec. Trowern—"If we want a 13 oz. loaf we should be able to get it; we should not be restricted." He claimed that if a Toronto baker wanted to make a 13 oz. loaf to sell in Owen Sound to compete with Owen Sound

bread manufacturers who made a smaller loaf, he was not at liberty to do it.  
 Rev. A. L. Geen, druggist (Belleville)—“That’s just what we want to prevent—merchants in Toronto selling outside of Toronto.”

C. W. Kelly, musical instruments (Guelph)—“The Ontario government is doing things along the lines that the R. M. A. thinks right.”

Geo. Mills, furrier, (Kingston)—“It’s a good thing to have a uniform loaf; but I think the government made a serious mistake in not consulting the bread makers.” There was a Kingston baker, he said, who spent \$60 to \$75 to change size of his bread pans.

Several members stated that it was in error to say that the bread manufacturers were not consulted by the Ontario government.

After a lengthy discussion R. H. Toye, a Kingston bread manufacturer, was given a hurry call but as he had not heard the discussion he could not express an opinion. The question was referred back to the committee with Mr. Toye’s name added and later in the day it was decided to throw out the resolution.

**Female Work in Shops.**

The next resolution considered by the same committee was one in respect to the Act referring to hours of work for females in stores, etc. It was:

“That it is the opinion of this convention that “The Ontario Act Respecting Shops and places other than Factories” should be amended so as to specify the number of hours per week that female help can be employed in shops, and not fix the hour as it is at present, making it illegal, for any merchant to employ a woman later than 6 o’clock on any week day and all days other than before public holidays or Saturday nights. We also believe that it is not in the best interests of the community or of the merchants that this Act should be under the supervision of the Department of Labor, but that it should be under the direction of a Department of Commerce, and we further strongly urge that the executive be instructed to endeavor to secure an amendment of this Act during the next Session of the Ontario Legislature.”

H. Occomore, the chairman, moved the adoption of the report.

Exception was taken to it by J. A. MacIntosh, grocer (Hamilton). He did not think it was a question for the R. M. A. to consider.

It was claimed by M. Moyer and E. M. Trowern that as the present law stands no merchant can employ a woman to work in his store before 7 a.m. or after 6 p.m. They considered that it was all right to fix the number of working hours in the twenty-four or in a week but not to fix the time. It was impossible, they said, for restaurant proprietors or for merchants who kept restaurants to comply with this law and carry on their business. “Labor people should keep their hands away from commercial legislation,” declared Mr. Trowern.

H. W. Newman, electric supplies (Kingston), thought the law as it stands to be a good one with the exception of confectioners, restaurants and hotels.

Geo. E. Gibbard, druggist (Toronto), favored the resolution as did A. D. Westman, hardware merchant (Chatham), and it eventually carried.

**Transient Traders’ Act.**

Mr. Occomore’s committee dealt also with the following resolution:

“That it is the opinion of this convention that every effort should be made by the executive officers to endeavor to have such amendments made to the Pedlars’ and Transient Traders’ Act as will safeguard the interests of the merchants and prevent peddlers and others from taking away the trade of the cities and towns that properly belongs to the merchants who pay a large share of the taxation and who are a convenience to the buying public. We believe that this subject is of so much importance that every effort should be put forth to secure it at once.”

The chairman in submitting the report stated that this was a question that



E. M. TROWERN, Toronto,

Re-elected Secretary, and who Read Two Papers.

was being brought up so often from time to time that something active should be done and his committee recommended a committee of three members of the Toronto branch as a central board with three from outside Toronto to bring into the question thoroughly and to bring in a report to the executive at an early date.

H. C. Ellis, grocer (Ottawa), suggested that the committee when named get information from outside places where the laws respecting peddlers are good. There was always some loop hole, in the law—confliction with the market by-laws, etc.—for the peddler to escape. The committee should be prepared to draft a plan so as to get an act to serve all towns and cities in Ontario. It was something for which merchants everywhere had been crying out and the assistance of everybody was required.

President Ziemann (Preston)—“The smaller towns and villages are the chief sufferers and particularly from those sent out by the larger stores.”

Organizer J. Impey (Toronto), and the secretary referred to benefits good results re the peddlers’ law would bring in

getting new members but Mr. Ellis contended this. He looked upon any good results not for the purpose of assisting organization work but because the principle was right. “If we do right we will advance our interests more than anything would,” he added.

The committee appointed to take up the matter was Geo. E. Gibbard, druggist, F. J. Holloway and F. C. Higgins, grocers (Toronto), as central board and H. C. Ellis, grocer (Ottawa), Jno. Gilbert, grocer (Kingston), and T. A. Rutherford, drygoods merchant (Galt).

At this juncture Mayor Dan Couper announced that the Street Railway Co. had consented to take the delegates out to the penitentiary the following morning and that the governor had offered to show them the interior. As some countenances looked worried to “Dan” he reassured them by remarking: “He’ll get you out again all right.”

The following resolution was approved of and carried without discussion:

“That it is the opinion of this convention that it will be in the best interests of the commerce of Ontario if the Ontario Government would adopt the policy of issuing certificates qualifying those who are engaged in any commercial business, the technical part of which is professional, such as embalmers, opticians, and others of a similar character.”

**Down on Co-operative Bill.**

H. Watters, druggist (Ottawa), chairman of committee on Dominion Legislation, dealt with several resolutions. One was:

“That this convention places itself again upon record as being strongly opposed to the Co-operative Societies’ Bill which was introduced at the last session of the Dominion House, and we desire to tender our hearty thanks to the officers of the Dominion Board for the active efforts they made in having the same defeated.”

This was approved of with the additional suggestion that “it is expedient that the time of parliament should not be taken up with unnecessary legislation.

A. M. Patterson, drygoods merchant (Brockville), was opposed to the Co-operative Bill. It was a great move on the part of promoters and if successful would be as bad as the trading stamps or worse.

**Favor Secret Commissions Act.**

A resolution was submitted in reference to the Secret Commissions Act as follows:

“That this convention places itself on record as being strongly in favor of the Secret Commission’s Act which was passed by the Dominion Government, and we would request the Dominion Board to place a copy of the provisions of the Act in the hands of all the members and request them to call their clerks’ and employes’ attention to the same.”

The committee approved of it and recommended “that steps be taken to enforce the Act by this association.”

Other resolutions approved of by H. Watters’ committee and endorsed by the convention were:

“That we express our hearty appreciation of the active efforts put

forth by the officers of the Dominion Board in securing a Dominion Charter for our Association."

"That this convention assembled desire to tender a very hearty vote of thanks to Honore Gervais, M.P., for the active interest that he took in advocating the just claims of the retail merchants of the Dominion, and endeavoring to secure such legislation as will benefit commerce and the consuming public of Canada, and we request the secretary to forward a copy of this resolution to him."

**Want Space Distributed Better.**

E. T. Steacy, drygoods merchant (Kingston), was the next committee chairman to report. The following resolution was approved of and endorsed by the convention :

"That it is the opinion of the members of the Provincial Retail Merchants' Association of Canada that the space allotted in the Canadian National Exhibition should be as far as possible distributed to as many competing firms as possible, so as to give a greater variety of exhibits, and not to have the name of one firm overshadow the others who are equally deserving."

**Free Gifts Discountenanced.**

The next resolution was also approved of and endorsed. It read :

"That we again place ourselves on record as being strongly opposed to all such schemes as free gifts with the purchase of goods, prizes in packages, or any device that will act in the form of a bribe to customers in the purchasing of goods, and we request that a copy of this resolution be forwarded to the Dominion Board, asking them to place a copy of this resolution in the hands of all manufacturers or dealers who adopt this practice."

Mr. Steacy's committee approved of the following resolution and it was carried unanimously :

"That we desire to place ourselves upon record as being strongly opposed to any system or plan that endeavors to destroy individual effort in Trade and Commerce, and inasmuch as Co-operative Societies are endeavoring to eliminate private traders through a false system of economics that we desire to call public attention to this fact and to point out that they are the enemies of the community inasmuch as their principles are to destroy the individual and to secure a public monopoly for themselves that will be injurious to the best interests of organized society."

Geo. Mills, furrier (Kingston), said that this matter had been brought up at one of their branch meetings and the conclusion was reached that the less said about co-operative stores and departmental stores the better. It was only giving them additional advertising.

Mr. Steacy admitted that such was quite true so far as the general public is concerned and explained that the report would not reach the public.

Secretary Trowern said that the provincial board had sent out pamphlets

among many of the general public interested in co-operative societies and that they had accomplished good results. This matter, he added, was to be attended to entirely by the provincial board.

**Contract Selling Plan.**

The resolution in reference to the above read :

"That we desire to again place ourselves on record as being strongly in favor of the price contract plan for selling staple lines of merchandise, and we urge upon all retail merchants to make a special effort to assist those manufacturers who adopt the plan."

In approving of this Mr. Steacy said that there was only one of the committee who opposed it and "he is an out and out free trader."

"We are masters of the situation if we are true to ourselves," he said in reference to co-operative societies and mail order houses. "If we give the proper service we need not be afraid of them; if they come in under regular lines we



M. MOYER, Toronto,

Who Presented a Paper on Education Among Merchants and Farmers, and Who was Re-elected Treasurer.

cannot stop them and I'm not afraid of them—but they shouldn't get special favors."

The resolution was endorsed.

**TUESDAY NIGHT SESSION**

**Claim Milk Bottle Combine.**

The remainder of the committees reported when the session was resumed on Tuesday evening at 8 o'clock.

R. W. Dockeray, Toronto, seconded by Geo. E. Gibbard, Toronto, moved a resolution that the government be asked to allow the importation of milk-bottles free of duty, until those Canadian glass manufacturing firms, whom they alleged were a combine, had made an adjustment of their prices. Comparison of prices were submitted comparing Canadian and U.S. figures.

A. M. Patterson, drygoods (Brockville), claimed that if the R.M.A. asked the government to do this it would be made 'the laughing stock of the country.'

R. N. Thurtell, druggist (Ingersoll), held the same view.

Mr. Gibbard said that such could scarcely be the case since the government had formed the new Combines Act for this very purpose—to re-adjust the duty if a combine is shown to exist and also to impose a fine so long as the companies continue to do business after the combine is proven to exist.

The convention, however, did not care to take the step of asking the government to cancel the duty on milk-bottles. First, a combine would have to be proven it was claimed. The matter was left in the hands of the executive to be taken up with the glass companies.

J. C. Van Camp, undertaker (Toronto), read the following resolutions which were endorsed :

"That we endorse the legislation as proposed by the Undertakers' Section of our Association for the proper embalming of bodies."

"That we endorse the proposed legislation of the Opticians' Section of our Association which asks the government to issue certificates to all qualified opticians so that the public can be protected against those persons who practice optometry without proper qualifications."

**Some "Stormy Weather" Next.**

It was when the question of the system of organization came up that the real heated discussion occurred.

Rev. A. L. Geen, druggist (Belleville), was the chairman of the committee who had in charge these two resolutions :

"That this meeting endorse the action of the Dominion Board in amending the constitution so as to make the minimum fee not less than five dollars (\$5) per member per annum, and we recommend the Dominion Board to so amend the constitution that it will be applicable and operative under the Dominion Charter secured at the last session of the Dominion Parliament."

"That we believe that it will be in the best interests of the association to have the organization work of every branch under the direct supervision of the provincial board, and that the constitution be so amended as to make provision for this and to strike out Section 7 of Article 9, and that this be a recommendation to the Dominion Board to that effect."

The second of the two was the butt of the chief remarks of the opposition.

H. C. Ellis, grocer (Ottawa), referring to the proposed amending of the constitution said: "I think it is unwise to change that section for there are some good branches that do collect their own fees. It is not business nor wise to spend \$1 in sending out an organizer to collect \$2 if it can be done for 10 cents. In Ottawa we pass drafts and they are seldom returned; if they are we try to again interest those who refuse to pay in our association work."

E. M. Trowern said there were some sections which never collect and if there wasn't an organizer out they didn't get the money.

H. Occomore, hardware merchant (Guelph)—"I beg to differ with the secretary—we have done better work in Guelph without an organizer."

C. W. Kelly (Guelph), made a similar statement in an emphatic manner and the discussion began to wax warm.

Pres. Ziemann's silvery voice tried to still the tide by remarking that the matter should be considered from various standpoints, but without success.

Geo. E. Gilbert suggested that the constitution be changed to read: "That there be an organizer sent out to help the sections which require one."

The secretary then cited the amounts of money that had been secured from some of the branches—"18 from Ingersoll, \$27 from Ottawa and nothing from Guelph," with an emphasis on the the 'nothing.'

**Where Money Was Going.**

This made Harry Occomore and vice-president Kelly get hot under the collars and fidgety in their seats.

"We want to know what is being done with our money—we have got our membership worked up and we have the money ready now in the bank when we know where it is going," replied the former.

A. M. Patterson, drygoods (Brockville), was in favor of the organizers sent out by the provincial board collecting the fees. "If one of us tried to collect the money he would get the merry-ha-ha; we want our association to be run on a good sound footing—we don't want it run on a cheap basis. Our secretary has been working like a horse down at Ottawa and hasn't been properly remunerated for it."

Again did the president lift his voice to straighten out the kinks. "Let us be bigger men," he said. "Let us be big enough to see the merit in the different propositions and to seek out the best for the whole."

M. Moyer (Toronto)—"Lots of branches never gave us a dollar."

F. J. Hoag, druggist (Kingston)—"The great difference is due to the fact that we have not been a unit in the past; we should adopt a general plan and conform to it."

Geo. E. Gibbard—"Get the organizer and let the branch ask for him if he is wanted."

H. C. Ellis, grocer (Ottawa)—"I think the clause in the constitution should be left as it was. I don't think for a moment that because we can collect our own fees that other branches shouldn't have an organizer if they want one, but there is no sense in spending a dollar when 10 cents will do."

"When men write in wanting to know what their money is for they have a right to know."

Mr. Ellis moved that the report be sent back for further consideration.

Rev. A. L. Geen (Belleville)—"Are we willing to pay the \$5 fee imposed by the Dominion Board?"

While personally he was agreeable he had found several members in Belleville who declined and the membership of this branch had been cut down. He did not think they could get the \$5.

Some one again suggested that the committee go into the question again.

"If any section wants to collect its own dues let it do so and let the constitution stand as it is," was H. C. Ellis' parting shot.

J. A. MacIntosh, grocer (Hamilton), moved that a committee be appointed to bring in a resolution to-morrow (Wednesday), at 1 o'clock to suit all the members.'

The last five words produced much laughter. It was finally referred back to Rev. A. L. Geen's committee.

**Shall Know Each Other Better.**

Geo. Mills (Kingston), suggested that before the session closed for the night they should all sing, "We shall know each other better when the mists have rolled away" (Cheers).

**WEDNESDAY MORNING SESSION.**

On resuming business on Wednesday morning the secretary read the report of the committee, to which the resolution re the proposed change in the constitution had been referred back. Rev. A. L. Geen, who was the chairman of this committee, had previously left for Belleville.

The recommendation was that the provincial Board employ organizers to be at the disposal of the various branches, but if any districts wanted to collect their own fees that they be given the privilege.

That would leave Section 7 of Article 9 as it was with the exception of a change in the fee which had been charged by the Dominion Board to \$5.

F. J. Hoag, (Kingston), objected to the payment of a \$5 fee on the grounds that it would curtail membership. It was pointed that the \$5 fee was to be divided as follows: \$1.25 to the organizer; \$1.50 to the branch, \$1.25 to the Provincial Board and \$1 to the Dominion Board.

C. W. Kelly, (Guelph), thought the best thing to do was to pass the resolution and see whether the \$5 cannot be secured.

J. A. MacIntosh, grocer, (Hamilton), moved that where there are no organizers that the fee charged be \$3—75 cents for the local branch and \$2.25 to the Provincial Board, \$1 of which shall be passed on to the Dominion Board. When there was no organizer the fee was too high, he claimed.

President Ziemann claimed that such a thing would tie up the board in the matter of sending out organizers.

H. C. Ellis, grocer, (Ottawa), said: "The whole question is whether we are going to get value for our money or not. I think we should endorse this resolution and give it a trial for \$1 year. We have found the \$2 fee inadequate. The great trouble is many merchants don't see where they get the value of their money and when they are educated to this there will not be much trouble in getting \$5. We may not get as many members, as we have had, but we will place the financial standing of the association on a better basis. We should therefore, as Mr. Kelly has pointed out, give the \$5 fee a fair trial."

"Surely, as business men, we can spare at least \$5 for this association. I think we should adopt this resolution and I'm going back to Ottawa to work hard for the \$5."

J. A. MacIntosh, (Hamilton), claimed that there were the 90 p.c. of the men in the trade which they wanted to get in and if the fee were \$5 that couldn't be brought about.

The President said that unless the board got the money they couldn't send out organizers to get the other 90 per cent.

The resolution finally carried with some objectors.

A resolution was moved by A. B. Carscallen, general merchant, (Tarnworth) and J. A. MacIntosh, grocer, (Hamilton), to the effect that financial statements be prepared regularly as to the exact state of the finances with returns from local branches, etc., and that these be printed and copies sent to the various branches. This was carried.

**Retailer and Manufacturer.**

Jno. Hewitt, sales agent Canadian Shredded Wheat Co., Toronto, gave an address on the Contract Selling Plan. In reference to this system of placing goods on the market he said:

"Before marketing our product, the company, after mature deliberation, decided that the legitimate channels through which our products should be distributed, were from the manufacturer to the jobber, from jobber to the retailer and from the retailer to the consumer, and, recognizing that for this service rendered by the jobber and retailer, each was entitled to a fair remuneration and such in their judgment, having in mind the uncertainty of the price of the raw material, (wheat) was fixed on what appeared to them, an equitable basis.

"It is apparent to all business men that in the initial or introductory stages of a product like Shredded Wheat, immense expense is entailed in demonstrating and advertising the product to educate the public as to its food value and thus create a demand for the goods. All this expense is borne by the manufacturer.

"Having therefore established a demand for our product, in the profits of which you as distributors share, we formulated a plan to protect both the jobber and retailer and insure them the profit fixed by the company. About eight years ago we introduced the restrictive price or contract plan. Agreements were drafted, printed and both jobbers and retailers were asked to sign the same. It was a new departure and some thought an innovation and bound to be a failure, but I am glad to state that we met with the hearty sympathy and loyal co-operation of the majority of both wholesalers and retailers.

"We find that though we have accomplished much, there is yet some educational work to be done to get certain retailers to take the profit provided under the contract plan, and here let me say, that in our chain, provided for the smooth running of the machinery, there appears to me to be two links which are weak and need strengthening. I refer to the salesman representing the wholesaler and the retailer or purchaser. The salesman, either through ignorance of the terms of contract under which Shredded Wheat is sold, or knowing these, is disloyal to his employer and offers secret rebates to the purchaser, thus breaking his employer's contract and causing financial loss as provided for in the contract, and what is worse, labeling his employer as a contract breaker. What shall we say of the retailer, who knowing the conditions of sale, aids and abets such dishonest and dishonorable dealing. Where such cases have been reported, we have required an affidavit from the salesman and also from the house he represents.

"I am pleased to note that the wholesalers, recognizing the gravity of this

situation, passed a resolution at their recent meeting in Montreal, requiring the preparing and printing of a circular embodying the main points made by E. F. B. Johnston in his lucid explanation of the Secret Commissions Act of 1909, also section 415 of the Criminal Code, at the recent meeting of the Wholesale Guild in the King Edward Hotel, Toronto. This circular is to be placed in the hands of every wholesale grocer in the Dominion, with a request that he furnish a copy to every one of his salesmen and that they be requested to read and familiarize themselves with the provisions of the Act referred to. I feel hopeful that this will have a wholesome and deterrent effect. At any rate, if the salesman after all these measures and precautions have been taken, runs his head into the noose of the law by violations, deserves no sympathy from either the wholesaler or retailer. Gentlemen, you can be and ought to be of great assistance to the jobber and manufacturer in the matter of maintaining contract prices, for if you treat the man who offers you any consideration or bribe to do business with him as he ought to be treated, the occupation of the dishonest salesman will be gone, and his passing away will clear the business atmosphere and insure a brighter, better outlook for the honest, legitimate dealer."

W. H. Dyde, grocer, (Kingston), took exception to the principle of contract prices and claimed that there should be a quantity price for those who were in a position to buy in quantities.

### WEDNESDAY AFTERNOON SESSION.

#### Local Paper Advertising.

In the absence of Robt. Fair, dry goods merchant, (Peterboro), his paper on "How the local press can be made more valuable to retail merchants, and why they should support its advertising column," was read by H. Watters, (Ottawa). It was:

"In dealing with such an important subject as has been assigned to me let me first say that as a large retailer myself, having been engaged in the dry goods business for over a quarter of a century, I heartily endorse the aims and purposes of the Retail Merchants' Association.

"Its benefits to each individual member are many and it has done and is still doing a great work in the interests of the trade. It has been responsible for the elevating of advertising to a higher standard and such a meeting as this means mutual benefit to all concerned. The merchant in one line of trade meets others in a similar or different line of business and by the exchange of opinions and ideas each is greatly benefited.

"Let me deal first with the initial part of my subject, 'How the local press can be made more valuable to the retail merchant,'—and in doing this let me point out what I think to be some of the greatest present day evils. In my long experience as a dry goods merchant and therefor an advertiser, I have made it a part of my business to compare the local papers with others outside and I find the local newspaper as a general rule "fills up" with a lot of trashy plate matter, which probably

not half a dozen readers in one hundred ever look at. It's in one day and the probability is that it will appear at another date for the express purpose of filling up the paper and make it look big. Another method to cover the same ground is the two frequent practice of using large "scare line headings." These also help to take up room.

#### Against Supplements.

"I am strongly opposed to supplements and special editions. My own experience is that on many occasions customers have come to me asking why I discontinued my advertisement in such and such a paper. The fact of the matter was that the advertisement was sent to the printer, was locked up in one of the forms of the supplement, but when my customer received the paper, the supplement was missing or the reader in looking for the local news, knew it would not be found in the supplement and so threw it aside. My advertisement was therefor a waste of money, ability and time.

"I would also discourage the practice of advertising by means of the small hand bill or dodger. It cuts down the space used by the merchant in the paper because he thinks he can get ahead of his competitor by using the dodger. But can he? I am rather inclined to think not. The other fellow around the corner circulates dodgers and the house-keeper, who is the merchant's chief asset, on coming to her door finds a lot of colored bills and while at one time she may look them over, she will in 99 other cases throw them away or burn them. The result is a dead loss to those who sent them.

"Now my theory is this: Let the newspaper man do away with all this plate matter, supplements or special editions and minimize the big headings. Let him be uniform in the publishing of his paper. Instead of having the local news concentrated on one page, let it be pretty well distributed, and so that each page would be read. The reader would then find the news and the advertisements at first sight on any page. A genuine advertisement is an item of news just as much as the fact of John Jones being killed in a railway accident and as many a local item is missed by being placed in an obscure corner of a "fill out" newspaper, so is an advertisement, be it large or small, by being similarly treated. Eliminate all this useless matter; have the paper distinctly local and distribute the news and advertisements on just the size of paper needed and no more and the results to my mind, would be manifold, both to the publisher and advertiser.

#### Should Publish Prices.

"I think that every merchant should have a fair to a thorough knowledge of advertising. He should be able to see in his own mind pretty much how that advertisement is going to look in type, and be able to act accordingly with a view of having it look attractive and readable. He should not be afraid to publish the prices of his articles although there are exceptions such as the announcement of a new stock or the opening of a season. He should advertise each article under the name by which it is best known to his customer. I would also advocate the use of the

index on the newspaper as I consider it of great value. The reader can find at a glance where to find the article he or she is looking for and as my opinion is that a live advertisement is a local item, it should be included in the index.

"Then these things being remedied, the merchant should support the advertising columns of the local press loyally and at all times. He should do away with the hand bill custom, etc., which in many cases does not go to the publisher of a paper in his own town, but instead the small jobber outside is the one to be benefited. He should make his contract with the publisher and it should be rigidly abided by by both parties.

"Then by loyally supporting the publisher the merchant should in turn receive the preference by the local buying public. This I think would be brought about to a greater extent than is now prevalent. The community owes it to the merchant. His line of business can be placed in the hazardous class. Not every merchant makes a success. He has to take many chances, and yet in doing this he contributes half of the total amount of the community's taxes. Again the advertisement is a source of information. It tells the condition of the market and the reader can be assured of its reliability.

"I thank the Association for the honor bestowed on me, and while I feel that the assignment could have been placed in much more capable hands I have given my opinions and trust that the convention of the Association may result in many accomplishments which will benefit all those interested."

#### Effects of Bargain Counters.

H. Occomore, hardware merchant, and president of the Guelph branch of the R. M. A., read a paper on "The Injurious Effects that the bargain counter advertisements of the Toronto dailies have on the growth of the cities and towns."

"In presenting this short paper to you to-day," he said, "I do so with somewhat of misgiving, as I have to confess that until I received a letter from Mr. Trowern some few days since saying that he had put my name on the programme as the handler of this subject, I had never given it any particular thought. Had I had the choosing I would have given something of a very different nature.

"However, to come to the matter of this paper "The Bargain Counter Advertisements, its injurious effects on the cities and towns." We must first be sure that this is really an evil before we endeavor to point out a specific for it. We must also reckon with the fact that unless we can really find legitimate proof that it has an injurious effect, we will only frustrate the very purpose of this paper (namely how to counteract this evil), but instead will only help to advertise it more extensively.

"That it is injurious to the retail trade of the cities and towns you will all agree with me. I know of nothing that will cause the buying public to sit up and think and act quicker than a bargain sale advertised by a responsible house, and just here let me say that it is only that kind of a house that can successfully run bargain counters, because the public demand real bargains at such times. The greater evil to my

mind in this ing public d to pay the n a price whic duct his busi In what tho give this sub that in most in this way fairly good pecially wher her much to his or her l the greater c lation of cat departmental of the line a think that a purchased c our towns a very much if eral local de do think tha ments as we something th and think wh done to coun department c city, town, quite the re instead of gett are more of what can th it, also expr they swallow say, 'Oh, I g

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mind in this is that it makes the buying public dissatisfied when they have to pay the merchant in their own town a price which will enable him to conduct his business along legitimate lines. In what thoughts I have been able to give this subject, I am forced to admit that in most cases the goods advertised in this way on the bargain counter are fairly good bargains to the buyer, especially when it does not cost him or her much to transport these goods to his or her home town. To my mind the greater evil is the enormous circulation of catalogues from the several departmental stores, both on this side of the line and the other. I do not think that all the bargains which are purchased outside and brought into our towns and cities would amount to very much if divided up among the several local dealers in the locality, but I do think that the catalogue advertisements as we receive them to-day are something that should make us stop and think whether something cannot be done to counteract this evil to every department of the retail trade in every city, town, or village; here, we have quite the reverse of the other, and instead of getting what they expect they are more often quite dissatisfied. But what can they do? they have paid for it, also express or freight charges, and they swallow their disappointment and say, 'Oh, I guess we'll keep it now.'

**A Lack of Common Sense.**

"Right here, is where I fail to see where the common sense of the ordinary catalogue-house-patron comes in. First, they see something in this catalogue they think is what they need; they send for this, enclosing sufficient funds to cover cost of article and transportation to the nearest express office, and very frequently when it does arrive, it is not what they thought it would be. This same article or perhaps something nearer to what they wanted is all the time to be gotten at the local store, oftentimes at the same prices as quoted by the catalogue houses, or if higher, seldom as much as it costs to lay the other down and beside all this the fact of being able to see the article before buying should be one of the strongest levers against catalogue house buying.

"This appears to me to be the hardest blow to the retail trade generally, the grossly misleading descriptions, cuts, and information, as we see them published in these catalogues. As for the bargain counters, I would say let them alone and, if necessary, go thou and do likewise, for we must admit that it is human nature generally to be looking for bargains. I would like right here to read a clipping from a recent issue of a trade journal as to the Association way of doing things:

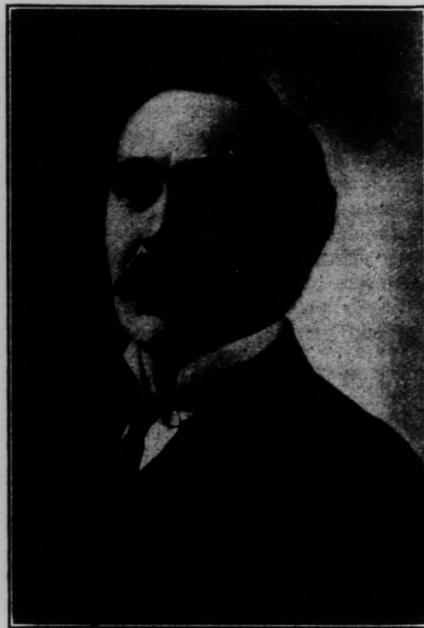
**THE ASSOCIATION WAY.**

"The wise and prudent dealer will interpret the 'signs of the times,' and adjust his business to the new conditions. This is being gradually done, some localities making better progress than others. Some must hustle or the real enemy will capture the local trade, which means ruin and defeat. To fight successfully we must first recognize the true enemy, and then plan and carry out a winning campaign.

"In a town are two retail firms. There is plenty of trade in the com-

munity to support both and it is foolish to believe that either can drive his competitor out of business or sell all the goods that are needed. Yet this is exactly what dealers are trying to do in many of our smaller towns. While this bitter local fight is going on, the real enemy, the catalogue house, is, almost unnoticed and unopposed, stealing a large portion of the most desirable and profitable trade of the community.

"No one is to blame but the dealers themselves, and they can never stop foreign encroachment on their trade until some sensible, practical, friendly alliance is arranged for mutual defence and protection. It is a mistake to blame the farmer for buying of catalogue houses. They are sensible men and will buy at home if you show them in the right way that, all things considered, you can serve them equally as



**H. OCCOMORE, Guelph,**  
President of Guelph R. M. A., Who Gave an Address on Bargain Counters and the Mail Order Question.

well. It is a mistake to fight your neighbor with cut prices and shut your eyes to the catalogue quotations. You always have a chance at orders filled in your own town, but when they go to Toronto or Winnipeg the business is worse than lost.

"The 'Association Way,' as the National Hardware Bulletin says, is to get together; to harmonize and adjust local differences, to rise above petty jealousies and trickery; to work for the general progress and prosperity of all instead of crawling into your business shell and wasting your energy in snarling and snapping at every person who happens to handle the same class of merchandise.

"One way to overcome this is to organize the Association into sections.

"The reason these houses can put on bargains is owing to the quantity purchased and if the merchants of our cities and towns could only have confidence in each other to combine in the matter of buying certain lines, it would no doubt to a very great extent lessen

the evil, as they could then buy just as cheaply as the catalogue houses, and we all know that in the majority of cases, quantity controls the price. This is just as true in selling as in buying. Another way to lessen the evil would be to absolutely refuse to buy from those wholesalers and jobbers who we know cater to the 'departmental houses' trade.'

**Hold Your Own.**

"In conclusion, gentlemen, I would say let us as retail merchants of Canada make up our minds that we as a class are necessary to the best interests of trade and that we can and will hold our own even though there be bargain counters and we can rest assured that there will always be lots of people who are willing to live and let live and will appreciate at his true worth the dealer who endeavors to give a square deal."

**Increased Cost of Foods.**

F. C. Higgins, grocer, (Toronto), prepared a paper on "The cause of the increased cost of food products from the practical standpoint of the merchant." He was unable to be present, and this paper was read by J. Impey, R.M.A. organizer, (Toronto), It was as follows:

"The subject that has been given me to present for your consideration, 'The cause of the increased cost of food products from the practical standpoint of the merchant,' is certainly not of my choosing, and if I fail to make this paper interesting, I can at least make it short, and thereby fulfill one of the claims set out in the official programme.

"Then, again, if I take the same liberty with my text, that the preacher does at times—read it, and straightway forget all about it—I am sure you will forgive me, because it seems to me that while it would be of interest to know the 'Cause of the increased cost of food products,' it is a much more interesting and practical question to us, as merchants, to consider the subject of 'The effect of the increased cost of not only food products, but of all the expenditures, incidental and necessary, for the proper conduct of business.'

"First of all, the increased cost means the investment of more capital. A merchant by an investment of \$10,000 could secure as large and varied a stock ten or fifteen years ago as he can to-day with an investment of \$12,000 to \$15,000. Money is worth 10 per cent. in a business venture, so we see one of the first effects is this added burden on the merchant.

"Second—The increased cost of living has compelled the merchant to pay higher salaries to his employes, ranging from 25 to 50 per cent.

"Third—The heavy burden of increased cost in the delivery of orders. A horse could be fed and shod at an average cost of \$2.50 to \$3 per week a few years ago, and to-day it costs about \$5 to \$6—nearly doubling the outlay in this particular.

"Now, what is the effect of all this increase? It means that it is costing the retail merchant at least 5 per cent. more

on his turnover, to do business to-day than it did ten or fifteen years ago.

"How can we, as merchants, maintain our position and receive a just reward for our labor? I know of no better way than ORGANIZATION. By this means labor has secured a much larger and more equitable compensation, and it is up to the merchants of this country to say whether the increased cost is to be wholly taken from them, or to be apportioned to each and every one according to the service rendered."

**Maintaining Profits.**

Mayor Daniel Couper, grocer, (Kingston)—"I think Mr. Higgins has struck the right note; expenses have increased all over and profits are being cut down, and if we can only get together and arrange some method of maintaining fair profits there will be better business men in the future."

**Advertise Your Goods.**

A. Sweet, general merchant, (Winchester), in reference to mail order houses, stated that he had had trouble with people sending to catalogue houses because they did not know what he kept in his store.

"We should let the people know of all the lines we carry," he said, and cited an instance of his own wife deciding to send away for an article which he himself had in his store.

**Co-Operative Societies.**

The next paper was read by E. M. Trowern, on, "Why Co-operative Societies are Commercially Unsound."

"There are two viewpoints of considering this subject, one is from the standpoint of the practical business man who understands all the avenues and ramifications of trade and commerce, and their relation to every other trade, calling and profession, and who has in view the ultimate growth and development of the whole nation, and all who are interested in it, so that it may ultimately result in a much greater advance of civilization, which, we believe to be the true standpoint from which practical co-operation should be viewed. And the other viewpoint is from that of persons whose vision is partly shadowed, because they lack the knowledge of active business affairs, and the true principle that underlies trade and commerce.

"To the second class the natural avenues of trade appear to be all disorder and confusion. They cannot trace the development that has been constantly taking place in the methods of trade and commerce and which has resulted in our present condition of civilization. They overlook the fact that as man became free to think and to act for himself, to buy and to sell, and to invent and search out new markets, that civilization has advanced and in proportion as man has advanced so have the nations. They cannot see the relationship between the manufacturer, the wholesaler and the retailer. Most of these theorists are well-meaning persons who have sentiments which they think is an endeavor to embrace and carry out a plan for the de-

velopment of the practical brotherhood of man. One of their pet theories is, that the profits of the retailer or the middleman, and which is really the wages of the retailers for doing a useful service in all communities—should be taken away from them and given to the consumers who create the profits. Cunning promoters see in this second plan an opportunity of profit for themselves and with the aid of the influence and wealth of these good-meaning, but inexperienced, persons in business, and assisted by the small investments of thousands of working men who know still less about the true relationship of trade to the nation and the value of merchandise, they commence their operations. Their first and most important step is to keep constantly in front of their shareholders the fact that the co-operative store belongs to them, that if they want to succeed they must patronize it, and they must induce all other persons to patronize it. In order to make them think that they are securing an advantage, in addition to giving the shareholders interest on their money, they quote to them and to all purchasers what they term to be the 'regular legitimate dealers' prices,' and which has been proven over and over again to be false and misleading; and from off these fictitious prices they give back again at the end of the year or half-year what they term to be a 'dividend,' and this dividend, which is nothing more or less than a bribe, is the crux upon which the promoters or managers base the whole success of their scheme.

"In order to prove this statement, all that is necessary to do is to turn to the reports and annual statements of these societies that are in operation in England and Scotland, and in nearly every case you will find that when the question is asked by the shareholders if the managers did not think that it would be the best thing to do away with the giving of the dividends or bribes and give the customers the benefit of the supposed lower prices at the time of the purchase, and the answer has always been the same: 'If you do away with the giving of dividends you will destroy the system.' Those uneducated in commerce and who cannot see the trick or scheme in this plan often ask, 'Why is it that they can go on and do business if the statement is true that they charge higher prices than the legitimate dealers?' This is a fair question and requires a fair answer, which can be given by any practical merchant who has studied the problem.

**What Their Methods are Said to be.**

"Their method is to keep all classes and qualities of goods. On those lines that the public are familiar with they keep the prices down to that of the legitimate dealer, and on those lines that the public are not familiar with they 'load up' the prices, and in this way they are enabled to pay back the dividends which have been taken from their customers under false pretences. Did you ever think how little the average

man or woman knows about the quality of merchandise? Did it ever occur to you that to be a successful and safe storekeeper to purchase goods from, the you must know your business? Take cloth, wool, silks, cotton, linen, how many people know anything about their quality until after they have worn them, and they have to purchase them on the strength of the reputation of the dealer? How many customers know whether they are buying pure or adulterated mustard, rice, salt, vinegar, pepper, spices or any other articles of groceries, unless they depend on the knowledge and honesty and reputation of the merchant? It is an easy thing to sell most people second-quality goods, and palm them off as firsts, and because this can be done, and is done, is one of the reasons why co-operative stores are able to pay back what they term dividends, a custom which is immoral, unfair and unjust, and which is the most corrupt system of bribery, as it is clothed in the most sacred and philanthropic covering, that of pretending to help and aid the poor working man. Instead of being their friend, it is their enemy in disguise. When working men buy from them they are overcharged in price, which we have abundance of proof to show, they are not served properly, the goods are not delivered promptly and regularly, and when they are out of work and have no money to pay for their goods they are told they had better go to 'the shopkeepers across the way.'

"We make no apology for denouncing the so-called 'Co-operative Society System' of doing business, and we challenge any person to deny our statements, and if the Dominion Government, no matter which party is in power, want to do the fair thing by the retail merchants of Canada, instead of passing legislation to promote this false scheme, they will, whenever such legislation is proposed, throw it out, and if they decide to pass such legislation they should put a clause in the proposed bill, making it an illegal offence for any co-operative society or any merchant or corporation to offer to give back a dividend, or what we term a bribe. We can promise the Government the hearty support of every honest merchant in Canada to this amendment, and we will go further, and say that if any Government insists on a clause of this character they will hear nothing further about a co-operative society bill, as its promoters would soon forsake it if they were compelled to abolish the bribing features of it. In order that we may not be misunderstood, we wish to state again, that we object to the co-operative society scheme because it is not based on sound business morality, because it does not give the poor working man cheaper goods, because it pretends to be a philanthropic scheme and it is not, and because through its pretensions, it is displacing trade out of its legitimate channels and centralizing it in the hands of a few, thus destroying the value of real estate, re-

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ducing the wages of clerks and throwing a great many out of employment, and instead of educating clerks to higher standards and teaching them more about their business, the co-operative system is making them mere machines and operating under false pretences.

"Our association stands for all that is fair and square and for this reason we oppose the co-operative system."

**Wholesalers and Retailers.**

The following paper by H. C. Beckett, W. H. Gillard & Co., (Hamilton), was read by Geo. Mills, in Mr. Beckett's absence:

"It is an honor and a privilege to be requested by you to take part in the deliberations of your convention. Your efforts to educate the trade up to a better business standard cannot fail to result in benefit to not only members of your association, but the grocery trade in general.

"I am asked to suggest to you reasons 'Why wholesale and retail merchants should co-operate.' Well—a common sense conclusion on general lines would convince any thinking merchant that there would be advantages in wholesalers and retailers co-operating, but with a view to emphasizing and giving the reasons why such co-operation is necessary, I would point out to you the following facts:

"The conditions of trade, we all know, are not satisfactory and associated effort is the only known remedy. As a foundation for better business methods, the three classes of trade, namely, manufacturers, wholesalers, and retailers, require to be more in harmony with each other, and education in this direction can only be accomplished by united effort on the part of wholesalers and retailers.

"A careful study of the situation will convince the student that at present, very few manufacturers understand the conditions of the retail trade—the manufacturer does not properly appreciate the value of the retailer as a distributor of his products—and the manufacturer does not know and apparently is not making any great effort to know what it costs the retailer or the wholesaler to do business. With few exceptions the manufacturer has shown indifference as to whether the distributor of his goods succeeds or not—the manufacturers simply regard the retailer as a means to an end.

"Through the co-operation of the retail trade it should be made clear to the manufacturer (by the wholesale and retail trade) that the methods some of them have employed in the past are not only unfair to the great majority of the retail trade, but a serious menace to the welfare of the retail trade.

"I would illustrate this by referring you to the discrimination that some manufacturers have shown to some retailers. It must be clear that if manufacturers are permitted, without protest on the part of ninety-five per cent. of the retail trade, to sell five per cent. of

the retail trade on a favored basis, the ninety-five per cent. suffer. It must be clear that on proprietary articles, in the majority of cases the manufacturer has not taken into consideration the retailer's position and planned the sale of his goods on a basis that would show the retailer a sufficient margin. This indifference on the part of the manufacturer is, no doubt, to a large extent, due to some manufacturers following the advice of advertising agents who have recommended manufacturers to cut down the profits of the retailer to the smallest point and spend the difference in advertising, the claim of advertising agents being that goods well advertised must be handled by the retailer whether there is any margin for the retailer or not. I have seen letters from advertising agents to manufacturers in which the advertising agents advised the manufacturer to pay no attention to the margin of the distributor but to advertise extensively and the distributor would be compelled to handle the goods. This is very much in line with an advertisement of the Toronto Globe which recently appeared. The Globe's advertising man makes this remark:

"The maker of any article who is prepared to let the retailer, big or little, dictate to him will rue his policy sooner or later."

"I would like to ask: Have not the wholesalers and retailers something to say regarding the terms upon which they will handle goods if they agree to handle them? The arrangement cannot be one-sided. Every distributor of goods has a right to dictate the terms upon which he shall handle them, as well as the manufacturer who makes these goods.

"We must consider the viewpoint of the advertising agent to find his reason for such suggestion and argument. It's easy—the advertising agent is looking for large advertising contracts and his effort is to secure part of the profit justly due the retailer.

I would remind you of the fact that if the manufacturer expects his products to take a permanent stand upon the market he must reckon, sooner or later, with two elements of trade, viz., the wholesaler and retailer. When the wholesalers and retailers jointly impress the manufacturer that his interests will be best-served by winning the co-operation of both the wholesaler and retailer, the wise manufacturer will secure the co-operation of the wholesaler and retailer and ensure to each a reasonable profit in payment for their share in marketing his, the manufacturer's wares. To bring about this happy state of affairs would be impossible if undertaken by individuals and without the medium of an association such as yours and such as that of the Dominion Wholesale Grocers' Guild.

"The retail and wholesale grocery trade is of such importance that it must have some official status—there must be

some authority to speak officially on its behalf, and this can only be done by some organization with a recognized entity.

"The general features and requirements of the grocery business must have recognition, and the peculiar views or opposition of a few dealers actuated by selfish or improper motives must not be allowed to prevail.

**Believes in Co-operation.**

"The needed protection to the retailer and the surest method of bringing about the reforms and cleaner methods so much needed in business can best be brought about by both wholesalers and retailers co-operating.

"It must be clear that if the wholesaler acts as the manufacturer's distributing agent, it then devolves upon the manufacturer the adoption of a selling system that will ensure a square deal for the retailer. Sales by manufacturers direct to the retailers gives the manufacturer an opportunity to discriminate in favor of a few retailers and at the expense of the great majority of retailers. The manufacturer is under no obligation in any way to treat all retailers on a fair basis if the transaction is between himself and the retailers. On the other hand, if the wholesaler acts as the manufacturer's distributing agent, the wholesaler requires the manufacturer to adopt a selling plan that would ensure a fair deal to the retailer, or the wholesaler declines to handle the goods.

"In this manner you will realize co-operation through the two organizations will result in great benefit to the trade. Unfortunately, as in your organization, we have those in the wholesale trade who hold aloof and discourage any organized, united effort. Is such an attitude in the best interests of the trade and should it go unnoticed by the retailers? I venture to say that some wholesale firms have disclaimed allegiance to the Wholesale Grocers' Guild because they thought such an attitude would be popular with the retailer—let the wholesaler know in no uncertain way that such an attitude is not in the best interests of the retail trade. To bring this about takes time and education, if the wholesaler is a strong believer in the power of organization his conviction will carry conviction to and have a great influence with the retailer, and the wholesaler's attitude will assist you greatly in increasing your membership. There is no greater bar to your success and increased membership than the example set by wholesalers who have no use for and take no interest in association work. It, therefore, should be the duty of every wholesaler to set an example by endorsing the principle of association work and thus have an influence with those engaged in the retail business. There is nothing selfish about association work, and nothing dishonorable about being a member of an organization whose effort is to uplift the business in which its members are engaged. To be a member of an association means doing something

for the general good of the trade, and in this advanced age a man must indeed be actuated by indifference or selfishness who will not join in the work of reform, but quietly takes advantage of all the benefits that others have secured for him.

"Every wholesaler should be requested by your association to use their best efforts and influence with the retailer to become an active member of your association. Every wholesale house should endorse your efforts for large membership, and the travelers for such wholesale firms should be asked to assist by pointing out to the retailer the advantages and benefits to be derived by associated effort.

"In the short time allotted me, it would be impossible to deal thoroughly with all the reasons why wholesale and retail merchants should co-operate, but the points touched upon I feel confident are worthy of your serious consideration.

**Combining for Protection.**

"Before closing I would like to point out that it is not now considered a criminal act for those engaged in business to combine for their own reasonable protection. Many of the peculiar views held by those who deal with serious problems in a superficial way, have been exploded, and it has cost a great deal of money and time to convince such people. The requirements of honest principles in business are manifest to most of those engaged in trade and commerce, but it takes patient, persistent effort on your part to make all the trade up to a realization of the necessity and value of organized effort. Some people do not yet realize and appreciate that in our growing commerce we must apply new methods to suit the exigencies of the age in which we live, and that it is only by getting more closely in touch with each other and in each branch of trade that we can best solve the difficulties that confront us. Let the retail and wholesale grocers work together in a spirit of fairness, and results can be accomplished that will satisfy all fair minded men."

**Want a Fair Profit.**

H. Watters, druggist (Ottawa), told of an instance where he had refused to handle a line of soaps because the manufacturer was not allowing him a fair profit. Manufacturers should not attempt to coerce retailers by advertising his goods to the consumer, to handle them for nothing, he claimed. He urged retailers to establish similar methods and there would be less trouble.

**Educating the Farmers.**

M. Moyer, provincial treasurer (Toronto), read this paper on the above question.

"It is frequently mentioned that this is an age of conventions, and conventions are an outcome of organization, and organization is a modern necessity for the preservation and improvement of social and industrial conditions. Never before was it so well understood that the great enemy to human progress and reform is the fear and suspicion which exists between men for want of knowing

each other. Long and dark has been the night in which ignorance of each other has done its evil work, but gradually the sunshine of truth is beginning to illuminate the erroneous thought and men are reaching out for the good they find in each other and their help for the common good of all.

"While this movement is growing under the enthusiasm of its most devoted supporters, a large majority of merchants are still unconcerned, and how to reach them and secure their moral and financial support seems to be the great difficulty that stands in the way and which should have the most careful consideration at this convention. Merchants, owing to the nature of their business, are perhaps the hardest to reach and in order to wake them up they must be made to feel the effects of wrong business methods very keenly before they will take an active part in any movement to better their conditions.

"That something is seriously wrong is admitted by all, and the evidence of the fact is apparent in every village and town throughout the country. I refer to the fact that these villages and towns are not getting the trade that naturally and rightfully belongs to them. This is the general complaint all over, but the aim of this association is to sympathize with any merchant, and expect the people to support him, unless it is in their interests to do so.

**Up to the Merchants.**

"The people have a perfect right, in this free country of ours, to buy where they like, and if the merchants fall asleep and will not wake up to meet the needs and requirements of the people, then they must only blame themselves if they do not support them.

"We always claim (and the whole world has never discovered anything better), that the only true system to distribute the products of the world to the people, is through the wholesale houses and the retail stores, and if any institution interferes with this process it cannot be in the interests of the people, and can only be done when something is wrong. If the legitimate and only correct system of trade therefore is suffering, as we all know it is, then it is our duty to find out and correct the error which somewhere exists and which prevents and hinders the best and cheapest system for giving the people the service to which they are entitled.

"Where are we therefore to look for the cause of the trouble? Will we blame the large department stores, in this age of greed when they do what you and I would do if we could, or will we wake up and get out of the old rut and meet the conditions as they exist with the advantages we have of being in line with the only true system of commerce, with right on our side and the only correct machinery at our disposal? Will thousands of merchants, and the entire community behind them, yield to a grasping concern which cannot under any circumstances give complete and satisfactory service to the people and allow them to thwart the natural growth and development of our country?

"It is a serious question, and it is our duty as men to take a strong and firm stand and find whether we do our part as we should. Go where you like and they will all tell you that they are unfair competitors, and unnecessary institutions and yet through incessant advertising the people are unconsciously drifting into the habit of supporting

them without considering that they are injuring their own interests. What the merchants want to consider is where to find a remedy for this unsatisfactory condition which is considered a wrong by all the thinking people of the whole country. If it is a wrong and an evil under which the country at large is suffering, it should be an easy matter to find the remedy, and it would be, if the true condition of affairs were understood, but when you need united effort, and a large portion of the merchants who should be particularly interested, do not understand the situation, and who entirely fail to realize what is being done by their fellow merchants, then you meet with the difficulty that stands in our way.

**Education is Needed.**

"The first step therefore must be on educational lines among the merchants themselves. To do this requires money, and the merchants must supply it, and right here is where the greatest generalship is required. Many plans have been tried but always failed to produce the necessary funds to carry on the work, and yet if the importance of the work were realized and each one would do his duty the cost to each merchant would be so small that no one, unless he is entirely beneath the dignity of a merchant, would refuse to pay it.

"I have not yet seen our recently acquired charter, and therefore do not know what methods we can adopt, but we must adopt methods that are practical and that will bring the desired results. It is no use any longer to pass resolutions and frame laws on paper, and come back from year to year without having made any perceivable progress. We are here this year, I hope, to do things, and before we leave we must have arrived at an aggressive system of thorough organization with the best and most enthusiastic men at the head of it.

"I have been visiting a good many towns recently in connection with my work, and while the majority of merchants feel the pressure of unfair business methods and are practically ignorant of the work of the association, there are always some who are interested and who are ready and willing to take an active part in the work. If therefore the right system can be put into operation, I feel sure that the wrongs in trade conditions of which the whole country is suffering, can be corrected. As I have had some experience in the work of this association, I will, if you allow me, outline several schemes for your consideration.

"In this work, like in almost everything else, the willing ones must bear more than their share, and all we can attempt to do is to get all the assistance we can to lighten their burdens until they all see the value of the work. There are in Ontario in the neighborhood of 2,000 villages, towns and cities, and out of these only about 150 have ever paid anything to the association, and yet derived the benefits as those who paid, and while so many towns paid, it is also a fact that a good many of the merchants in these towns never gave us any support. This on the face of it is not right, and therefore not successful.

**The Organization Work.**

"The plan of sending organizers from the head office from town to town to collect two dollars was found to be too expensive and not sufficiently educational to create interest and support, and

had to be this, I had several years executive ; an estimate for a year and town's or population paid it with that village the association have to merchants amount we easily do the permission an experlages, and satisfactory couraging. in this plan tact with know very subjects of th do not know support or spond to no means with our never secured

"The merchant can see at local organization strictly among the classes. Which we an important and regular and we must and respond are the judgment a prosperity depends, and not only responsibility and our we serve a something customers producers in between out our connecting man active institutions their union our association our should and weld the united trial conditions of interests of

"I would counties or strict response of money to Board. An above that that distribute for local ways of employment district which lect the fee directed either the district As this methods and better method not be entirely much as t keepers. et from the

had to be abandoned. In view of all this, I had a plan in my mind for several years, although unsupported by the executive and it is this: I would make an estimate of the money we required for a year and then allot each village and town's share according to its size or population, and if this amount was paid it would entitle every retailer in that village or town to be a member of the association. This amount would have to be raised by the merchants on that town and as the amount would be so small they could easily do it. I may say that through the permission of the executive we made an experiment with a number of villages, and while the results are not very satisfactory we are not altogether discouraging. The difficulty we meet with, in this plan, is that we come in contact with a class of merchants who know very little about the aims and objects of the association, and therefore do not know whether we deserve their support or not, and even if they did respond to our request they would have no means of becoming more familiar with our work. Therefore we would never secure their moral support.

"The most feasible plan as far as I can see at the present time is through local organizers in districts, and on strictly educational lines not only among the merchants but among all classes. We represent an industry about which we have nothing to hide. We are an important factor in the upbuilding and regulating the affairs of our country and we must measure up to the duties and responsibilities of our calling. We are the men as merchants upon whose judgment and strength of character the prosperity of the country largely depends, and therefore we should study not only our own interests but the responsibilities of our important position and our relations to the people whom we serve and who have a right to know something of our stewardship. Our customers are on one side of us and the producers on the other, and we stand in between as the middlemen reaching out our hands in both directions and connecting them all in one fabric of human activities. The farmers have their institutions, the laboring people have their unions, and we as merchants have our association, and the duty falls on our shoulders to reach out both ways and weld the connecting link and secure the united forces to build up our industrial conditions in the best possible interests of all.

#### A Plan Outlined.

"I would divide the province into counties or districts and make each district responsible for a certain amount of money to be paid to the Provincial Board. Any money they collect over and above that amount would belong to that district to be used as they deem fit for local purposes. There are various ways of collecting this money. One is by employing a local organizer for each district whose duty it would be to collect the fees and look after the work as directed either by the proper officers of the district or by the Provincial Board. As this movement is in the public interests and for the encouragement of better methods, I do not see why we would not be entitled to government aid, as much as the dairy, fruit-growers, bee-keepers, etc., who get an annual grant from the government. Any movement

such as this which is intended for the general betterment of the people should have government or municipal support, but as the cost is so trifling, if all do their share, the merchants should stand up boldly and cheerfully pay their way.

"Public meetings should be held either in connection with the farmer's institutes or as general mass meetings in every district, and addressed by men who thoroughly understand trade conditions, and who could convincingly point out in dollars and cents the advantages of building up their own homes and their surroundings. Not only would this have to be pointed out to the buying public, but the merchants must wake up, out of the sleep many have fallen into, and learn to give the people the service they have a right to expect.

"A committee should then be appointed of say four merchants and four farmers, or other property holders, from each district who would meet and decide upon the best methods to pursue in order to produce the best results for the people of their district. They would familiarize themselves with trade conditions, the relation of merchants and their customers, the advantages and conveniences of buying at home and how it would effect the value of their property. They would also study how the merchants could in many ways be of greater help to the farming community, good, fair honest merchants would be encouraged, and the croakers who want to make money without giving value and honest service would be weeded out. The work of the various committee meetings and conventions would be reported through the trade papers to the merchants, and from them through the local papers to the people in each district, and in this way the public would learn their own true advantages and the trade would speedily assume its natural condition."

#### Provincial Organization.

The last address of the convention was read by E. M. Trowern on "The best plan of organizing the provinces so as to keep the members properly posted and get the best results from our work," as follows:

"In comparing any plan that has been attempted in the past in our organization work with what I propose at the present time it must be borne in mind that the objects to be obtained in the one case were of a different character to that now proposed. Our first purpose was to ascertain if the retail merchants of Ontario were interested in an endeavor to build up and create such legal conditions, as would allow us to operate a successful Retail Merchants' Association. Our work was, therefore, largely of an educational character, calling the attention of the merchants to the existing trade abuses and to the unsatisfactory condition that surrounded some of our commercial legislation.

"This has been necessarily expensive and discouraging work, because, while we have been promoting this educational campaign and forming and holding our various branches together, we were quite conscious that we could not do for them what they needed most, and that was to improve their present trade section conditions. Being conscious of this, we had to explain, that unless they were willing to maintain the organization, it would be impossible for us to secure our just rights under the

existing law, so as to enable us later on to do for them what we knew they required. Thanks to a large number of public spirited and hopeful merchants, who had faith in the efforts of their executive, we labored on and on and while we were spreading the educational work through the public and the trade press, and through our official organ, and through thousands upon thousands of circulars and public addresses, we were compelled almost every year to fight for our very lives, either in the Provincial Legislatures or in the Dominion Parliament to defeat some unfair legislative measure that would come up either to tax us more heavily, or to take away from us through trading stamps or Co-operative Society Store experiments our capital or our profits.

"These very evils, however, were the means of cementing our forces more closely together and a large number of merchants, who believed in honest and upright trading, rallied to our assistance and upheld our hands. Every victory we secured proved our usefulness and the need for our existence, and brought our association more prominently before the retail merchants on the one hand, and our legislators on the other. Gradually, therefore, step by step, we were blazing our way and spreading our educational work. All through these various struggles we kept constantly in mind that the chief goal that we were aiming at was, to free our hands and thus make us free men and free merchants, and to do that it was necessary that we secure a Dominion Charter so that we could take in our ranks all merchants of all classes from one end of Canada to the other, and to secure by law what we could not otherwise do. In addition to this we knew that we must have some changes in the procedure of the operations of the criminal law regarding combines. Both of these objects, as I have stated in my report, after our long plodding and our weary waiting have been secured, and our long and tedious struggle in keeping our members together, in encouraging the despondent ones, in bracing up the disconsolate ones, and in holding intact the few too buoyant ones, as well as in performing the most gigantic financial feats that perhaps have ever been performed in Association work, viz: proceeding forward and keeping our spirits up when our treasury was depleted and bankrupt by the heavy strains of Legislative expenses on the one hand, and the too small and inadequate fees on the other.

#### Arrive on the Border.

"Notwithstanding all these difficulties we have arrived on the border of the promised land, and through pluck, perseverance and tact we have succeeded in reaching the threshold and opened the door of the gateway to the temple that has long been our aim and ambition to reach. Having reached there, we now have a new mission to perform and that is to give the retail merchants of every trade section that that they desire mostly and which they have been longing and waiting for, viz: a plan whereby they can have, in addition to their general mercantile and legislative interests, taken care of, their particular trade section interests as well.

"As you all know our association has always publicly stated that single line associations, such as Retail Grocers' Associations, Retail Coal Associations, Retail Hardware Associations or any other single line association, can never accomplish anything of practical value, and what we have stated in this regard is doubly true to-day. Every line of trade must be centralized under one directing head and from this centre, like the fingers on the hand, they must all receive nourishment and strength. It is upon this plan that our organization is founded and through our plan we are able to-day to do for the sections what could never have been accomplished in the past. To-day, under our new conditions, we can meet and agree upon what should be a fair and honest price to maintain on all classes of staple and standard merchandise.

"We can refuse to handle goods that do not give us a fair margin of profit. We can place names of those who do not pay their accounts on a list and circulate them among the members. The plan, therefore, that I would suggest is to divide up the province into districts and place into each district an organizer whose duty would be to look after the work of the association, collect the membership fees, keep in correspondence with the Provincial Board, keep posted on what each section is doing and be a live active force in building up the association.

"This would be placing the association on a proper business basis and unless this is done and if we leave the work to be done by volunteers or busy merchants, we need not look for much progress, but advance only as fast as busy business men who have their own business to look after can advance it, and this would be taking, to my mind, a backward step, over the road that has been traveled upon for years and years.

"Therefore I hope that every member will see that if we want to reach where we are aiming at we must adopt business methods as business men."

#### What is Claimed for Charter.

Several wanted to know what the charter would accomplish. The secretary stated that since obtaining it the R. M. A. was in a position to place on paper the name of any manufacturer who would not consider the retail trade; that it gave the right to promote commercial and industrial interests of Canada; that it permitted the collection and publication of statistics concerning the interests of the retailer.

"We can go to a manufacturer and say 'if you don't meet us and place your product on a contract basis, give us the same rate as you do large departmental stores and if you don't do this we will refuse to buy your goods.'"

Other privileges given by the charter as stated by Mr. Trowern were: "Arbitration and settlement of trade disputes;" "Furnishing to members statistics re the financial standing of every poor-pay in every town or city"; "Generally all such other lawful and similar objects for promoting the interests of its members, etc."

A grocer here asked in what position a retailer is who buys pepper as 'pure'

and finds it to be adulterated. Why was he fined and not the wholesaler or manufacturer?

The secretary said that the reason the retailer was held responsible was because he was the last party who handled the goods. If a manufacturer in the U. S. were to sell in Canada adulterated goods it would be difficult to get at him.

Mayor D. Couper, grocer, (Kingston), "All the retailer has to do in buying such goods is to demand a warranty from the manufacturer that they are pure; if he does this and gets it he is always safe."

#### The Officers Elected.

Little time was lost in electing the new officers as the members were leaving at 4 o'clock for a trip around the Thousand Islands—per kindness of the Kingston branch. The ballot was:

Past Pres.—B. W. Ziemann, merchant tailor, Preston.

President—C. W. Kelly, musical instruments, Guelph.

1st Vice Pres.—A. M. Patterson, dry goods, Brockville.

2nd Vice Pres.—E. T. Steacy, dry goods, Kingston.

Secretary—E. M. Trowern, Toronto.

Treasurer—M. Moyer, Toronto.

Auditor—R. W. Dockeray, Toronto.

The convention next year will go to Guelph. Hamilton was a contestant, but the Royal City won out.

#### The Convention in Brief.

"Has anybody here seen Kelly?" sung by Prof. Zick of the classic city.

Everybody saw the interior of the national "pen" without having to stay—thanks to the vigilance of Mayor Dan Couper.

M. (Fielding) Moyer, the greatest financier in Canada, attended the convention.

The entertainments given by the Kingston branch were superb. Among them was a boat trip around the Thousand Islands on Wednesday evening with supper on board.

Harry Watters' (Ottawa) oratorical abilities were prominently set forth on the hurricane deck of the "America," among the Islands—he presented with the aid of Mrs. (Mayor) Couper, on behalf of the Association, E. M. Trowern with a nurse of gold, Mrs. Trowern with a hat-pin, M. Moyer with silver mounted brushes in case, B. W. Ziemann with gold cuff links, engraved, as well as tendering several votes of thanks to others without running down.

The Kingston reception committee couldn't do too much for the visitors—everybody was made to feel at home.

The Street Railway Co., at the instigation of the Mayor, took the conventionites out to the summer park where an exhibition of teetering was given by Ziemann and Cobble Dick—the latter went all up in the air over the matter.

Mayor Couper's personality also conquered the Barriefield military camp; everything in Kingston seems to move at his beck and call and the whole camp marched through the city for the express benefit of the visitors.

Geo. Mills (Kingston) knows a hymn or two.

Patterson and Craig, two Brockville delegates, said farewell on the wharf at Alexandra Bay; they were in the United States then and they naturally did as the Yankees do—waved their pyjamas to the retreating boat.

Harry Occomore and C. W. Kelly lay awake all Wednesday night thinking out how to receive the guests next year at Guelph.

#### WHOLE AND GROUND CLOVES.

##### Why the Former are Sometimes Dearer Than the Latter.

The following letter deals with a subject that should be of interest to every grocer.

Editor Canadian Grocer—I notice in your special Spring and Export number an article by Chas. Adams in which he refers to the fact that ground cloves are sometimes sold at a lower price than whole cloves, and as it costs something to grind the cloves he naturally infers that they must be adulterated. Not being a spice expert, I will not undertake to criticise his remarks but am merely seeking information in the matter. I have been taught by those who think they know, that pure ground cloves can be sold at a lower price than whole cloves because only the perfect cloves are sold whole while the broken ones are used for grinding. Can you or some of your readers set us right in the matter and oblige?

H. L. DAVIES.

St. John, N.B., June 27, 1910.

In reply to this enquiry it may be said that the explanation made by the writer is the correct one. Let it be supposed that the manufacturer does not adulterate and that only pure material is used. When he receives a case of cloves as may be expected it includes whole cloves—those with bud and stem united—and broken cloves. The clove is broken or considered broken when the bud is separated from the stem. The whole clove is preferred because of its appearance. Customers who understand what they are purchasing demand the whole clove on account of its appearance but as far as its strength or quality is concerned the broken clove is said to be as good as the whole one.

As already stated it is mostly a matter of appearance. The broken cloves are used in grinding and the question of adulteration depends upon the manufacturer. The difference in price is readily understood. The cost of screening or selecting the whole cloves must be met, hence the slightly higher price demanded for them. From statements that manufacturers have made it would seem that if in either case there were no adulterations, the difference in quality or strength between ground broken and ground whole cloves would be very slight. But when adulterations or cheap materials are used in the grinding the quality naturally suffers and the ground cloves in such a case would likely be much lower in price than whole unbroken cloves.

F. W. Hutton, grocer, St. Mary's, Ont., left recently on a trip to Europe.

C. R. Jenkins, secretary of the Litster Pure Food Co., Toronto, was married recently and has returned from his honeymoon trip to New York.

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# Canadian Grocery Store That Has Lived 75 Years

Methods it Has Pursued to Attract High-Class Customers—Service and Quality Goods Given Special Attention—Carefulness in Selling to the Doubtful Pay—Expenses Kept Track of in Special Book—Some Changes From the Olden Days.

Toronto, June 30—There are not many Canadian retail grocery businesses that have reached the age of 75 years. Therefore, those which have are worthy of notice because they suggest scientific methods to others.

A few weeks ago Michie & Co. celebrated their 75th anniversary. They are the only retail grocers in business in Toronto to-day who were in the trade in 1835; in fact, theirs is the oldest-established business in the Queen City.

How did they live so long? Here are a few of the reasons:

They give a service that cannot be surpassed in Toronto.

They handle only goods of quality—goods that they can safely recommend.

They do not lose money in bad debts—ever since they became independent they did not hesitate to tell a doubtful customer, diplomatically, of course, that they wanted cash.

They allow no discounts, because the discounts in former years were too much abused.

Their bookkeeping system keeps them fully informed as to stock purchases, turnover, controllable and uncontrollable expenses, etc.

Deliveries are made systematically at specified times.

They do not cling to old ideas when new and better systems present themselves, and when the new methods are adopted they aim to simplify them as much as possible.

## About Their Service.

Much dependence is placed upon serving the public in superior fashion. Particular people, people who are willing to pay any price in reason, want such a service and do not object to pay for it when they know it is assured.

A part of this is a splendid telephone service from six phones; in 1887 the store had but one phone, and that was used solely for ordering from the wholesalers.

The phone, too, is an economy, since in the early days men had to be sent out through the city to take orders, most of which were the regular weekly orders.

Michie & Co. hold the particular house-keeper, because quality in everything is assured. In this way they retain a wealthy clientele, who are willing to pay more than the ordinary price without objections.

Their system in looking after accounts and preventing losses has been changed from years gone by. To such an extent has this been perfected that little is lost through failure of customers to pay their bills.

## Terms of Credit Shortened.

C. E. Stone, secretary-treasurer of the company, explained the change.

In the old days accounts were allowed to run for a year or more. When there were less than 10,000 inhabitants in Toronto, Michie & Co. carried almost as much on their books as they do now. But gradually wholesalers have shortened their terms of credit. Michie & Co. did the same, and now terms are net 30 days and no discount.

## Refuses the Doubtful Ones.

By a process of education people have become accustomed to these regulations. The firm cannot afford to lose accounts and it is independent enough to refuse to supply any person who is at all doubtful, without the cash.

This is where many retailers err, so anxious are they to get business. They are too easy and lenient.

Michie & Co. send out their accounts once a month, and if confidence is lost in any account, no further credit is allowed.

In referring to discounts, Mr. Stone stated that when people got a credit preference they wanted a cash discount of 5 per cent. if they paid cash within the time limit. This was found pernicious, as it was abused. Customers wanted the discount, no matter when they paid and objected strenuously if they didn't get it. It was afterwards reduced to 3 per cent., and finally eliminated altogether. At present accounts are due when rendered and trouble is eliminated. They are mailed on the last day of every month.

## Expenses Figured on Turnover.

Mr. Stone figures all percentages on sales, not on cost.

"Travelers often try to persuade me that if I buy an article for \$1 and sell it for \$1.20 that my percentage of gross profit is 20 per cent. It is not, if figured correctly; it is 20 per cent. on the cost all right, but only about 17 per cent. on the selling price."

Expenses are watched closely in this store. They are kept tab of every day in a special book totaled weekly, monthly and yearly. At a glance the total store expenses can be determined ten years back.

In figuring expenses, the business is credited with proprietors' salaries, rent (whether rent is paid or not), groceries used by the owners' families, etc.

The Michie store is quick to accept new methods, which will be destined to prove profitable. But when these methods are made use of, attempts are always made to perfect them by simplifying them as much as possible. They are reduced to a science.

## WHY HE FAILED.

### English Grocer Opened Branch Shops, But Was Unable to Make Them All Pay.

Bad trade, keen competition and losses by opening branch shops were attributed as the causes of his failure by William Patterson, a grocer, of Sunderland, England. His net liabilities amounted to over \$1,000.

In his observations upon the case the official receiver stated that the debtor commenced business seven years ago with a borrowed capital of \$150, which he repaid within twelve months. He afterwards opened other shops, and at one time had four shops—three in the east end and one in the west end of the town. His methods of business were a curious compound of care and want of care, for while on the one hand he had no banking account and no complete record of his receipts and payments, on the other hand he deducted from his wife's allowance of \$7.50 per week an amount sufficient to pay for the groceries taken out of the shop for home consumption, and also \$1.10 per week for rent in respect of the rooms occupied by his family. About a year ago he said that one of his then principal creditors asked him for security for his account and in a fit of pique he decided to pay him off, and in this way he had paid a considerable sum of money without receiving any benefit or return in the way of new stock. This had the effect of preferring the creditor, but he, the official receiver, did not at present think that there was an intention to prefer. Latterly he had only two shops. Had he been content with his two east end shops, it is claimed, he would not now be in the Bankruptcy Court. He did not keep a banking account because nearly all the takings of the week-end were paid away to travelers on the Monday. The firm which piqued him by asking for security had received \$650 of the \$750 he owed them. He now saw how unfairly he had treated his other creditors by paying the firm in question.

T. Kenny & Co., Ltd., Sarnia, Ont., have taken over the wholesale grocery business of T. Kenny & Co.

The Caterers' Association, Winnipeg, Man., intend holding their annual excursion to Winnipeg Beach on July 6.

Armstrong & Gillespie, grocers, Bracebridge, Ont., have dissolved, the former continuing. The latter expects to go west.

The Muskoka strawberry crop will be short this year, owing to the recent dry hot weather in that district.

## Grocers Losing Thousands Through Pilfering

**While Goods Are en route From Jobber to Their Stores Considerable Petty Larceny Takes Place—One Grocer Estimates His Loss Last Year at \$150 Through Pilfering and Breakages—Where Will The Remedy Come From?**

Threadbare as the old saying is, that cents make the dollars, it is nevertheless true. The cent multiplied again and again amounts to an appreciable sum.

Similarly those little leakages which are found in every grocery business will, if repeated again and again, make a big hole in the profits to which the proprietor is justly due.

They are insidious these little "drib-drabs" eating into the credit side of the balance sheet as slowly but as persistently as the worm eats its way through an apple. Of course, it is not to be considered that the leakages will always wreck a business. They are admittedly not that dangerous. But they are worthy of consideration inasmuch as they are continuous and from the mere fact that they are small.

If freight shed walls had ears, and if some of these plodding express horses found in every town and city were possessed of the power to talk and if that same ability were passed around to certain inanimate objects, the grocery world would receive an enlightenment upon the question of pilfering of which they have been the victims.

It is simply a mild form of petty larceny, but as each case is repeated time after time the practice is nothing but theft and as such is deserving of the full hand of the law.

### Loss of \$150 in a Year.

A. T. Lawler, a Whitby, Ont., grocer roughly estimates that he lost \$150 last year through pilfering. He is unable to account for this total as it may be understood. No one would knowingly allow practices of this kind to continue. But Mr. Lawler is one of those who is anxious to find a remedy for the evil which falls perhaps heaviest on the grocer.

A grocer in a Canadian city that might be mentioned, states that every time he receives a shipment of bananas there is generally some missing. The amount ranges from one half to an entire dozen with the outside limit in the majority. The grocer did not know how to get at the root of the matter. He could not blame the expressman exactly. He may have been the guilty party and he may not. The proprietor sent his own driver for certain goods to the freight sheds and there at times were evidences that some one had imagined that they were temporary owners of these goods. There have been so many complaints of this kind, that it is believed the persons guilty of these petty depredations represent more than one class.

The proprietor of the average grocery must of necessity trust to the honesty of

various persons upon whom, to a certain extent he is dependent for the transacting of his business. It might be mentioned for instance that caution could possibly begin at home. But that is another problem. This article calls attention to one of the leaks.

The grocer who can say that he has not experienced any losses or any depreciation in the amount of his goods ordered is either fortunate or careless. He is an exception and need not worry over the problem. He cannot refute the statement of an expressman who declared that he used to keep himself supplied with fruits, biscuits, nuts, candies, etc.

### The Whole Trade Suffers.

One grocer has expressed belief that the Canadian retail trade loses \$10,000 a year through the channels referred to. The question is to stop up these leakages. It is one of these cases in which evidence of a prima facie character can be surmised, but to get at the actual culprits is a different matter.

Several retailers have expressed their anxiety to see this pilfering practice stopped. But how is it to be done? That is the question.

One believes that if the grocers were well organized that they could stop it by engaging detectives in various parts of the country. A few arrests and theft convictions well published in the daily papers would have a wonderful effect he claims, and would tend to eliminate the evil.

There is no doubt that grocers are losing much through thefts of this character as well as through carelessness of the employes of railway and express companies.

Broken eggs and crockery are frequent as well as crushed fruit through rough handling; broken spice packages, pickle bottles, etc. All this carries with it a loss to the grocer and if a means could be found to stop the pilfering at least, there would be some satisfaction.

### CAREFUL ABOUT GIVING CREDIT.

West Toronto, June 30.—At the beginning of the present year J. S. Adamson, grocer at 1914 Dundas St., decided to cut loose from the credit system of doing business and to begin afresh, as it were, but this time practically eliminating credit in an endeavor to establish a cash system. To-day he is pleased with the step he took and states that he would not go back to the old rut which caused so much trouble to get in his money. Mr. Adamson prepared an announce-

ment, a copy of which was sent to each of his customers. Part of the circular was as follows:

"During the year we have been greatly handicapped in having to pay strictly cash for nearly all our goods, and we have decided, commencing January 1st, to do a strictly cash business. This new policy ought not to work as a hardship to our customers, but will prove a benefit to them, as we will be able to sell at even more reasonable prices than ever."

As will readily be believed, this was not determined upon without some hesitancy. It was fully believed that some customers would be lost and it may be said that it was hoped that a few particular persons would devote their attentions to some one else, if any one would accommodate them. The firm had no idea just what would be the extent of the loss of customers. It was this uncertainty that created the uneasiness, but the Rubicon was crossed on January 1st for better or for worse.

In the beginning there were quite a few who dropped out for a time, but it was noticeable that the majority came back. Mr. Adamson stated that he had no particular method. Having decided to try the cash system he simply tried it and now states that he would not go back to the other method. Of course, it is not to be understood that he is not allowing credit to some persons. He felt when he took the step that there would be a few to whom he would give credit, but the number is so small that it is hardly worth mentioning.

What about outstanding accounts? Well, there is a fairly good 1900 crop still on file and it is still a source of worry to at least some extent, but in contrast to that, there is nothing from the present year's business that will cause a second thought. The old "stand-bys," those who were responsible for the change are nearly all cash customers now and hopes, in Mr. Adamson's mind, are bright for an ultimate suitable reckoning.

The situation of the grocer whose books are going to seed is really a humorous one. Those who owe the larger sums of money in most cases are possessed of the most nerve and conduct themselves as if they had some ownership in the business. Instead of being commanders of the situation, it would seem that the grocers are the commanded. When the grocer finds his patience about exhausted, and his efforts to secure settlement are fruitless, he begins to think about stamping out the credit business.

Mr. Adamson, in his case, stated that he was heartily tired of the credit game to everybody, and regrets now that he did not make the decision long ago to give credit to only those who are positively safe.

E. H. Knight, general merchant, Gaetz Valley, Alta., has sold to the Gunn Trading Co.

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# Practical Methods Used in Retail Grocery Stores

Departmental Store Cut Price of Sugar and Retailers Saved Money by Buying Heavily—Interesting Item from the Pacific Coast—Merchant Serves Cold Water to Customers—Season for Gem Jars—A Method of Displaying Cakes.

## Cunning Retailers Made Money.

Vancouver, B.C., June 29.—There was recently a change in the grocery price list of the departmental store of David Spencer, Limited. To introduce the newly opened grocery section, money was spent indirectly by cutting prices one of the principal examples being granulated sugar. This was jobbed at \$5.90, and according to the terms of sale it must be secured through a jobber, who gets a five per cent. commission. Spencer sold it at \$5, losing possibly 90 cents a sack, and even if he got the jobber's commission it was offered at a price much lower than the retailer could buy for.

The result was that nearly all the small retailers took advantage of the offer and using a buyer not connected with their stores stocked up with this sugar through Spencer's. It meant a saving of 90c a sack to them, which is out of all proportion to the profit that they have hitherto enjoyed on this article. So great was the number of orders that they could not be filled until a day or two after received.

Now, however, sugar has been taken out of the published price list, though flour and some other standards are offered at prices lower than wholesale.

## Serves Customers Cold Water.

Victoria, B.C., June 29.—A local merchant during the warm weather keeps a jar of cold water in a conspicuous place in his store for the benefit of his customers. It is much appreciated by a the large number that pass through his store, and on a show card are the words: "Cold Water—Help Yourself." The water is kept fresh and cold, the glass tumbler clean and everything about it is inviting. It is only a simple little idea but it helps.

## What Ambition Did for Him.

New Westminster, B.C., June 29.—Ambition and industry are great assets to a person who wants to enter the grocery business for himself.

C. A. Welsh of this place came out here about 20 years ago from Ontario. Starting first as an assistant for Barrett & Gunn, he was ultimately appointed manager of the Jubilee Grocery Co. Being thrifty and ambitious, Mr. Welsh decided to go on his "own hook." He opened his first store in 1896. His business began to grow and it has kept on growing until to-day his average monthly turnover is well into five figures. Not very long ago he opened a new store at Sapperton, which is in charge of his brother Howard Welsh. Mr. Welsh has 14 employes and keeps three delivery wagons busy. One of his assistants, Mr. Eagle, has been with him ever since he started business 13 years ago.

The success of this grocer, however, was not the success of uninterrupted

growth; for only two years after starting in business he was one of the many tradesmen whose business was burned out in the memorable fire at New Westminster. Everything he had was lost in that fire, and he had to start again with a debt of \$10,000 to clear up. This was a disaster that would have disheartened the majority of men. Not so this old Ontario boy. There was work to do; money and credit to arrange for, a new store to build, and it was done. To-day Mr. Welsh can talk about it and smile.

"It was after all an experience that perhaps did a whole lot of good."

## Displaying Fancy Cakes.

Chatham, Ont., June 30.—The difficulty experienced in selling fancy cakes from a large number of boxes piled one above another has been experienced by hosts of grocers. Of course, the difficulty does not prevent sales being ultimately made, but much time is usually expended alike by clerk and customer in making a selection, nor is the process always satisfactory to the customer who does not like, through inability to look over the whole assortment, to have something he didn't intend buying shoved off on him.

H. Malcolmson, grocer, meets the difficulty by means of an ingenious device which does not take up an extra inch of floor space. Mr. Malcolmson's store is departmentized, fancy cakes and confectionery being the main lines in one department. A large square has been cut in the top of the counter, and into this a big piece of plate glass has been fitted. Beneath the plate glass is a shallow compartment, and in this is displayed a comprehensive assortment of fancy cakes, probably five or six dozen varieties being shown, one of each kind. Cakes which sell at 20c are grouped in one corner, 30c cakes in another, 25c cakes in another part, etc.

Thus the intending purchaser has a wide selection of cakes before him and can make his choice without the least inconvenience. The device, which has been in use for some time, is a great time-saver and a notable help in facilitating sales.

## Special Cheese Advertisement.

Peterboro, Ont., June 29.—E. F. Mason & Co. carried an ad. recently in a daily paper emphasizing only one line—cheese. It was conspicuous of itself and should have helped business. The word cheese appeared in large type with the following after it in small type: "A tasty, appetizing, wholesome, and most nourishing article of diet for the warm weather." It then gave a list of the leading stocks including Roquefort, Stilton, Limburger, Old Canadian, etc., giving the price of each. The ad. was especially appropriate at this time when cheese readily finds a place on the table when cold meals are

offered. Ideas are what count in the grocery business as in every line and originality is a desirable quality.

## The Season for Gem Jars.

Toronto, June 29.—W. J. Sawyer & Son, grocers, Yonge St., realized that with the strawberry season reaching its zenith there would be a demand for preserving jars. It was not an exceptional idea, but it manifested that this firm is up to the minute in its methods in this respect. The window displays gem jars for preserving in a simple but effective way. The window's merit, however, does not rest upon the display itself, but upon the fact that the goods had just come into their season.

## MINIMUM CARLOAD WEIGHT.

This is Being Raised by Railways—Wholesalers of New Brunswick Will Oppose It.

St. John, N.B., June 29.—The wholesale merchants in this city, in common with those throughout the province, and, in fact, all over the Dominion, are much interested in the proposition of the railways to increase the minimum carload weight on groceries and other shipments to various portions of the Dominion. The merchants claim that it is even now hard on many of them to take enough goods at one time to make a carload of 24,000 pounds, while it would be proportionately harder for them to file orders for a 30,000-pound carload. When the matter comes before the Railway Commission, it is likely to be vigorously opposed by the Grocers' Guild and Hardware Association.

Speaking of the matter, G. E. Barbour, of Geo. E. Barbour & Sons, wholesale grocers, said: "The minimum car weight of fifth-class goods in the Maritime Provinces is 24,000 pounds. The new movement proposes advancing this to 30,000. This is merely a move to secure a greater earning from traffic, and nothing more nor less than a method employed by the railways of advancing rates. The new rating would force a large per centage of business now handled in fifth-class cars, to be shipped in less than carload lots. Owing to the inability of buyers to use quantities of over 24,000 pounds, the gains to the railway on traffic diverted to take the L.C.L. rates would be almost 25 per cent. on traffic affected. The wholesale trade of Canada," concluded Mr. Barbour, "will be represented before the Commission when the matter finally comes up, and will oppose the proposed change, which not only the shipper, but the general dealer and consumer throughout the whole of Canada."

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DROUGHT AFFECTING CROPS.

During the past few weeks the hot dry weather has been detrimental to the crops and unless rain falls soon there will be shortages in certain lines which will mean that some future canned goods will be expensive.

Tomatoes and peas are particularly affected. The drought in the Niagara district has had a depressing effect on the tomato plants. Their growth has not been at all what it should be since the hot dry weather set in; the same may be said of peas.

If this condition continues for any length of time we will see canned peas and tomatoes pretty high this year and particularly the former as there is little or none being held over.

LEMONS UP TO \$5.

Lemons have passed the five dollar mark as the result of the extremely heavy demand felt during the past ten days.

Continued cool weather afforded no incentive to even ordinary summer activity in the lemon market but when the heat wave announced itself there was immediate action. It is not so long ago that quotations hovered around the \$3.50 mark. Two weeks ago The Grocer pointed out that prices were bound to advance in the face of a heavy demand and a short Sicilian crop. On several occasions reports were given calling attention to the shortage of the crop.

The Grocer at that time expressed the opinion that it would not be long until fancy lemons would bring \$5. That was in the issue of June 17th.

This is referred to in order to call attention to readers that the information upon which the markets in this paper are written comes from sources which are invariably authentic. It is a simple matter to calculate the saving that purchases of lemons even a week ago would have made.

CHECK THE FRIEGHT BILLS.

In a great many stores money is being lost every day by the dealer's neglect of freight bills and all matters pertaining to the proper transportation of merchandise; for this reason freight matters should receive the most careful attention. There is good money to be made for the time spent in figuring over freight bills and making out claims for over-charges. It is an easy matter to obtain from the local railway agent and your jobbers the correct freight rates on each class of goods you handle, and this information will enable you to speedily check over the rates charged on your freight bill to see that some railway clerk has not given the shipment too high a rate. You will see the necessity for doing this, when you learn that a railway clerk who makes an error that costs the company, always has to stand the loss himself. It is only natural then, when there is any doubt on the part of the clerk as to exactly what classification your goods should come under, that you pay the higher rate.

Those dealers who use system in shipping will hardly credit the fact that some retailers return their goods without advising the jobber or manufacturer that the goods are being returned. Many wholesale houses are forced to enter these in an "unknown book" until weeks afterward the matter crops up in settling the account. It is only right that the retail dealer should advise the firm to whom the shipment is returned as soon as the goods start for the depot. Do not allow yourself or your draymen to receipt for goods that have not been received. Check the number of packages received against the express receipt or freight bill carefully. If packages are in a damaged condition when received, have your local freight agent endorse "received in bad order" on the freight bill. Then have him come to your store and check the goods over with you after the cases are open. Make a bill against the railroad company for the lost or damaged goods. If unable to get redress from the railroad company, ask your wholesaler to help you.

All railroads have what they call a minimum charge, which is the lowest amount they will charge, no matter how

small the shipment. Bear this in mind and it will save you many dollars in a year; when sending in a special order for some small thing, glance around your store and take a look through your order book and you will invariably find that there is something else that you will soon need that can be ordered with that shipment.

SHIPPING ORDERS PROMPTLY.

"I had an evidence the other day of the value of doing things promptly," said a young traveler, "which I am not likely to forget. I called upon a customer who had hitherto been disinclined to favor me with business and I got a small order from him. I at once sent it off to the house, not waiting until the evening, and the merchant got the goods next day. When I called in afterwards the merchant was so pleased at the prompt shipment that I got a much bigger order, and I am now well in with him. I consider this prompt sending off of orders most essential to a traveler's success, and he should spare no pains or trouble to mail his orders by the quickest way."

There is a world of truth in this. A merchant does not order goods for prompt shipment unless he wants them, and badly too. Every day is important to him, and if he sees that the traveler and the house are co-operating together to give him speedy dispatch, he is going to give that traveler all the orders he can. It is to his interest to do so. Especially as in the present time dealers are not running on over-heavy stocks, preferring to buy more from hand-to-mouth than used to be the case.

Very few travelers, unless there are special reason otherwise, fail to send off their orders every night, but many do not take advantage of the quickest connection. Often the traveler, if he makes inquiries, can find that by catching the mail at a certain time during the day he can get his order into the house much quicker than if he waited until the evening. A man must be very hard pressed who cannot get off an order or two while doing his calls.

By taking trouble and making inquiries as to mailing service, and the best places to make connections, much saving of time is made, and the House is given a reputation for quick dispatch that is a great asset to its representative. To a really progressive and wideawake merchant this prompt delivery is more important than the question of cut prices, and a traveler can often offset the plea that his price is higher than that of a competitive house by pointing to its reputation for prompt shipment.

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## Convention Omitted to Discuss Business Methods

Too Much Time Spent on Legislation and Organization—Some Subjects Touched on Which Would Have Made Profitable Discussion—A Question Box Needed.

What should be the chief aim of a merchants' organization?

At the annual convention of the Ontario Provincial Board, Retail Merchants' Association, in Kingston last week, the time was spent particularly in discussing resolutions on, and in referring to, Ontario and Dominion legislation.

While undoubtedly fair legislation is an important factor to retail merchants, and while a reasonable amount of time spent in discussing it, is usually time profitably spent, yet there is another feature to retail organization which is equally as important, if not more so, and which at the Kingston convention was somewhat side-tracked.

We refer to methods of doing business in the retail store—methods for stopping the leaks and lessening the chances of failure; methods for competing with mail order houses and co-operative stores; for changing a credit business to cash and playing safely a credit business; for keeping books properly; collecting debts; buying methods; retail advertising; dressing windows; maintaining profits; handling certain customers; approaching and dealing with new customers; salesmanship, and the hundred and one other things, which, if a merchant mastered, he would care little or nothing about legislation. He would be too secure in his own business.

It is quite clear, for instance, that the only method of combating the mail order houses is progressive methods of merchants in the small centres and on the cross-roads of the country.

This has been proven time and again; merchants who give the service, the quality, the assortment and the price, have no fear of these stores, which, in the eyes of the law, are legitimate concerns.

There were two or three papers read at the convention, which, if there had been time to discuss them, would have proven profitable. One was a paper on "How the local press can be made more valuable to retail merchants, and why they should support its advertising columns"; another was, "The injurious effect that bargain counter advertisements of the Toronto dailies have on the growth of cities and towns," and still another on "The cause of the increased cost of food products from the practical standpoint of the merchants."

Yet, other than to pass votes of thanks to the writers of them, they were passed unnoticed or with little or no comment.

If a merchant knows how to advertise successfully, how to display his goods properly, and how to retain his customers, he does not need to worry much about catalogue or co-operative stores. In short, if he understands the retail business from stem to stern there is every chance of him being successful.

Organizations among the retail trade, we claim, are primarily for the purpose of exchanging ideas on methods. This tends to the production of better business men.

During the discussion on co-operative societies, E. T. Steacy, a Kingston dry goods merchant, stated that personally he was not afraid of them. He implied that he had confidence enough in his own business acumen to compete successfully against such competition. Why? Because he is a good merchant. Nevertheless, he said, he did not care to see favors shown to a few. This, taken altogether, implied that while he favored fair legislation to merchants, he put greater confidence in his ability as a business merchant, to withstand such competition. His methods would have been quite interesting.

The same note was struck by A. Sweet, a general merchant, in Winchester, Ont. He told of parties in his district sending to the mail order houses for goods which he kept in his store, simply because they didn't know he kept them.

This would have been the subject for a valuable discussion—how to best acquaint the general public on the assortment of goods carried in a general store.

There were merchants present who had questions to ask regarding business methods, but they didn't get an opportunity. One wanted to know how he could change his business to strictly cash and still be able to secure produce from farmers, pay them cash for it and make a profit in selling it to wholesale produce merchants. This, again, would have brought out a discussion valuable to everybody.

Merchants frequently fail because they are poor buyers. There were many successful merchants at the convention who possibly have buying down to a science. They could have enlightened the others.

Value of maintaining prices and profits was touched upon by H. Watters, an Ottawa merchant, but little discussion followed.

If merchants in every village, town or city had maintained prices and profits

there would be little use for any contract price plan. But, as often occurs, if a manufacturer were to give a retailer a chance to make two or three per cent. extra profit, he would give it all away to the consumer. He would do this in order to get the trade on one particular article away for a few days from his competitor across the street, and eventually make a lower established price for that article in his district.

These are things that the Retail Merchants' Association should discuss minutely, as well as matters pertaining to legislation and internal organization.

Next year at Guelph there should be a question box, in which all difficulties of members should be placed. Then members will attend, feeling that they are going to be directly benefited on some point over which they have had trouble. If the R. M. A. can show that merchants who become members are going to be directly benefited in regard to the using of better business methods, it should be rewarded by a substantial increase in membership.

### THE CAUSES OF FAILURE.

Here is another instance of why negligence in bookkeeping methods combined with other shortcomings will place a merchant on the road to failure.

A retail grocer in London, Eng., recently became insolvent with liabilities of \$40,000 and a deficiency after meeting preferential claims of \$25,000.

In reply to the official receiver the debtor made the admissions that he had never made out any balance sheet, as he thought it was not necessary. He also stopped keeping proper books, and it was not until the trustee went through his affairs that he became aware of his position, as he had been working hard in other ways to increase his business. He was satisfied now, however, he had been insolvent for a considerable time. He believed he had traded profitably up to four years ago, when competition with company shops and co-operative stores became very keen and seriously affected the small shopkeepers who bought from him as a wholesale trader. The tramways also affected his retail business, and he admitted that negligent bookkeeping also had something to do with his failure. Over \$15,000 had gone in bad debts.

Merchants should be extremely careful about such matters. They are the causes of many failures in Canada. Strict attention to accounting, a watchful eye on the dead-beat as well as on the methods of mail-order houses will do a great deal to curb the tendency to failure.

## Skylight in the Ceiling Brings Light to the Rear

Device a Picton Grocer Uses to Supply the Necessary Natural Brightness During the Day—A Lower of Silent Salesmen of Which He Has Many—Handles Crockery and Chinaware as well as Groceries—Uses Modern Store Fixtures.

Picton, Ont., June 30.—A neat looking grocery and crockery store combined is that of H. S. Wilcocks, as the accompanying cut indicates.

He opened a grocery store here in 1882 and 4 years later added a fancy china, glassware and crockery department. He found that the one strengthened the other.

In 1909 he remodelled his entire premises. He had new floors laid, new shelving, new silent salesmen, new wall cases, counters, etc., all in natural oak. These afford opportunity of displaying high class china goods and crockery of which he carries a stock. His grocery department has received equal attention. His counters, shelving, silent salesmen and modern receptacles for various articles all bespeak special efforts to cater to the public taste of to-day for neatness, attractiveness and quality.

### Instituted Cash Business.

Contemporaneous with his remodeling, he decided to establish a strictly cash business and since November 1st, 1909, has adhered to that principle with

results which he claims have been gratifying. Mr. Wilcocks bears a reputation of being a live business man and the accompanying reproduction gives a good idea of his store.

Among his fixtures are to be seen a coffee grinder, computing scale and cash register. He devotes one show case to cigars and tobaccos, another to confectionery and a couple to displaying some of his high class chinaware.

Near the rear of his store will be observed a skylight in the ceiling which provides light to that section.

### MOVE TO DISSOLVE ASSOCIATION.

Southern Wholesale Grocers to Appear in Court on the First Monday in August.

A bill was filed in the Federal Court at Birmingham, Ala., on June 15, by the United States to dissolve the Southern Wholesale Grocers' Association, and to enjoin its further operations on the ground that it is a trust in violation of the Sherman anti-trust law. It is charged that the association

has coerced and prevented manufacturers from selling direct to the consumer, retailer or wholesale grocer in the Southern States, unless the grocer was listed in the association's "Green Book." It is also charged that manufacturers have been coerced and urged to fix selling prices and to refuse to sell to any wholesale grocer who does not maintain the prices so fixed and listed; also that manufacturers have been induced to bill their goods at an enhanced price and to turn over a percentage to the president of the association, who rebated the same to the jobbers maintaining such limited selling price. A wholesale firm to be listed in the "Green Book" had to be endorsed by a majority of the other firms in the locality, and unless such firm was enlisted it was unable to secure direct buying privileges from those manufacturers who obeyed certain "rules of practice" adopted by the association.

### FINED FOR STUFFING CHEESE.

L. Lalonde and F. Robinson, Papineauville, Que., pleaded guilty last week to a charge of "stuffing" 21 cheese with inferior or worthless curd. The charge was laid by Inspector Macpherson, of the Dairy Commissioner's staff. The defendants were each fined twenty-five dollars and costs and there will be a large loss on the cheese in addition. This is the second case which has come up under the law of 1907-08.



Interior View of H. S. Wilcocks' Store in Picton Showing Skylight, Silent Salesmen and Other Fixtures.

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Antigua .....  
Porto Rico....

# The Markets — Sugar Markets Particularly Firm

Some Even Look for an Advance in Prices Before Long, But opinions are not a Unit in This Respect—Buying is Heavy and Demand Should be Continued and Should Become Heavier—General Business is Reported Good—Rice and Tapioca, Enjoy a Healthy Market.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

## QUEBEC MARKETS

### POINTERS—

Raw Sugar—Higher.  
Tea—New Japans higher.  
Prunes—Firm.  
Canned Tongue—Scarce.

Montreal, June 30, 1910.

Business is picking up here in nearly all lines. This is rather unusual at this time of year, but undoubtedly the weeks of rainy weather had the effect of holding back the natural course of trade, which is now becoming apparent.

A brisk business is being done by a local concern packing hampers for week ends and picnic parties. Others are gradually working into the business.

The evaporated apple trade has received an unexpected call during the past few days.

Last Sunday the picnic of the Grocers' clerks was held. It was a pronounced success, nearly three hundred taking advantage of it.

Sugar.—There is a gradual strengthening of the raw markets which has had a good effect on the refined prices. Also present hot weather has produced a marked increase in demand. Outside buying is slightly improved, and taken all through, the situation is a strong one. No changes are looked for in the immediate future.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " 50 lbs.	6 05
" " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" 100 lb. boxes	5 85
" 50 lb. "	6 05
" 25 lb. "	6 25
" 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 60
" 50-lb. boxes	5 80
" 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 " bags	4 75
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—The trade in syrups at present is somewhat slow. Prices, however, remain steady.

In molasses there is a decided improvement in the jobbing trade. The volume seems to be increasing daily, and the orders call for larger quantities. Importers have not as yet felt the effect of this, but the expectation is pretty well founded that it will be only a short time before they do. Prices are firm.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " barrels	0 38	0 39
" " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 30	0 40

Corn syrups, bbls	0 40	0 03
" " 1-bbls.	0 35	0 03½
" " 2-bbls.	0 30	0 03½
" " 25-lb. pails	1 80	
" " 25-lb. pails	1 30	
Cases, 2-lb. tins, 2 doz. per case	2 50	
" 5-lb. " 1 doz. "	2 75	
" 10-lb. " ½ doz. "	2 75	
" 20-lb. " ¼ doz. "	2 70	

Tea.—New Japan prices are ranging considerably higher than those of last year, but as yet the quantities arrived are too small for a complete list of the new prices. Already the market has felt the effect of the new stock, and shows considerable increase in inquiry.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Fingauy gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—The coffee market shows a slightly weaker tendency, though trade is at present fairly brisk at the old prices. Santos is somewhat better than any of the other standard lines, though it too has the same tendency.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maraosibo	0 15	0 18

Spices.—Spice men still report trade as away above the average. The orders are not quite so large, but the total volume seems to be about the same. Prices continue firm, particularly ginger and peppers. The cream of tartar situation is about the same, very little to be had, even at the prevailing high prices.

Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 15	0 20
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 80
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	white	0 20	0 25

Dried Fruits.—Reports from Greece have it that bad weather has been the order of the day, and as a result prices seem to be on the up grade. As yet no change has taken place in the local situation, but it is expected before long. Prunes are having a very good sale at present, at firm prices. Valencia raisins are also showing up well.

Currants, fine filistras, per lb., not cleaned	0 05½
" " cleaned	0 06½
" Patras, per lb.	0 07½
Voetizaa, per lb.	0 08

Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½

Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	0 80	0 09
" fancy seeded, 1-lb. pkgs.	0 09	0 09
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Malaga table raisins, Rideau clusters, per box	2 25	
Valencia, fine off stalk, per lb.	0 05½	0 06
" select, per lb.	0 06	0 06
" 4-crown layers, per lb.	0 06	0 06

Nuts.—New York reports show that this year's Brazil crop is about finished.

It seems to be a little larger than the average, and the reduction noted last week will probably remain. Trade in lines of nuts shows a slight improvement over last week. Prices are the same.

In shell—		
Brazils	0 14½	0 15½
Filberts, Sicily, per lb.	0 11	0 13½
" Barcelona, per lb.	0 10	0 10½
Tarragona Almonds, per lb.	0 13½	0 14½
Walnuts, Grenobles, per lb.	0 13	0 14½
" Marbots, per lb.	0 12½	0 12½
" Cornes, per lb.	0 11½	0 11½

Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown "	0 31½	0 33
" 2-crown "	0 30	0 30
(in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17

Peanuts—		
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75

Walnuts—		
Bordeaux halves	0 23	0 30
Broken	0 23	0 27

Evaporated Apples.—There has been a marked improvement in the demand for this commodity during the past week. As far as can be determined this seems to be coming principally from the eastern townships. At any rate prices are still firm at former quotations, with a somewhat higher trend.

Evaporated apples, prime	0 08
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Beans and Peas.—The local market in both lines is very slow; in fact, so little is doing that jobbers are complaining on all sides. Prices remain the same however.

Ontario prime pea beans, bushel	2 30
Peas, boiling, bag	2 50

Rice and Tapioca.—Rice is selling steadily and in considerable quantities. Since the recent advance the market appears to be much healthier. Seed tapioca is still hard to obtain, and rules high still. Pearl is selling fairly well also.

Rice, grade B, bags, 250 pounds	2 90	
" " " 100 "	2 90	
" " " 50 "	2 90	
" " pockets 25 pounds	3 00	
" " ½ pockets, 12½ pounds	3 10	
" grade c.c., 250 pounds	2 80	
" " 100 "	2 80	
" " 50 "	2 80	
" " pockets, 25 pounds	2 90	
" " ½ pockets, 12½ pounds	3 00	
Tapioca, medium pearl	0 06½	0 06

## CANNED GOODS

MONTREAL.—Stocks of peas held locally are much reduced at present, and buyers are having troubles in filling their requirements. The tomato boom is holding out well. Other lines of vegetables are in good demand and supplies are none too good. Altogether, it looks like higher prices in some lines.

In fish, canned sardines and humpbacks are improving, and the former are scarce.

THE CANADIAN GROCER

Lobsters and high-grade salmon are in good demand.

Tongues present the feature in canned meats. They are very scarce.

Peas, standard, dozen	..... \$1 05
Peas, early June, dozen	..... 1 07 1/2
Peas, sweet wrinkled, dozen	..... 1 10 1/2
Peas, extra sifted, dozen	..... 1 52 1/2
Peas, gallons	..... 3 87 1/2
Pumpkins—3 lb., \$1.00; gallon, \$3.00	.....
Beans, dozen	..... 0 87 1/2
Corn, dozen	..... 0 80 0 82 1/2
Tomatoes, dozen (Ontario and Quebec)	..... 0 85 0 90
Strawberries, dozen	..... 1 50
Raspberries, 2s, dozen	..... 1 89
Peaches, 3s, dozen	..... 2 65
Pears, 2s, dozen	..... 1 65
Pears, 3s, dozen	..... 2 40
Plums, Greengage, dozen	..... 1 60
Plums, Lombard, dozen	..... 1 00
Lawtonberries, 2s, dozen	..... 1 60
Clover Leaf and Horseshoe brands salmon—	.....
1-lb. talls, per dozen	..... 1 87 1/2
1-lb. flats, per dozen	..... 1 30
1-lb. flats, per dozen	..... 2 02 1/2
Other salmon—	.....
Humpbacks, dozen	..... 0 95 1 00
Cohoos, dozen	..... 1 35 1 40
Red Spring, dozen	..... 1 60 1 65
Red Sockeye, dozen	..... 1 85 2 00
Lobster Futures—	.....
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$4.25	.....
1-lb. flats, doz., \$4.50	.....
Compressed corned beef, 1s	..... 1 80
Compressed corned beef, 2s	..... 3 15
English brawn, 2s	..... 3 00
Boneless pigs' feet, 2s	..... 3 00
Ready lunch veal loaf 1s	..... 1 30
Ready lunch veal loaf 1s	..... 2 40
Roast beef, 1s	..... 1 80
Roast beef, 2s	..... 3 15
Stewed ox tail, 1s	..... 1 60
Stewed kidney, 1s	..... 1 50
Stewed kidney, 2s	..... 2 65
Mixed collops, 1s	..... 1 40
Mixed collops, 2s	..... 2 50
Corned beef hash, 1s	..... 1 60
Corned beef hash, 2s	..... 2 80
Jellied hocks, 2s	..... 3 50
Jellied hocks, 6s	..... 10 00
Paragon ox tongue, 1s	..... 7 50
Paragon ox tongue, 2s	..... 8 50
Paragon ox tongue, 2s	..... 9 50
Paragon lunch tongue	.....
Tongue lunch, 1s	..... 4 00
Tongue lunch, 1s	..... 3 50
Sliced smoked beef, 1s	..... 1 60
Sliced smoked beef, 1s	..... 2 60

1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$4.25	.....
1-lb. flats, doz., \$4.50	.....
Compressed corned beef, 1s	..... 1 80
Compressed corned beef, 2s	..... 3 15
English brawn, 2s	..... 3 00
Boneless pigs' feet, 2s	..... 3 00
Ready lunch veal loaf 1s	..... 1 30
Ready lunch veal loaf 1s	..... 2 40
Roast beef, 1s	..... 1 80
Roast beef, 2s	..... 3 15
Stewed ox tail, 1s	..... 1 60
Stewed kidney, 1s	..... 1 50
Stewed kidney, 2s	..... 2 65
Mixed collops, 1s	..... 1 40
Mixed collops, 2s	..... 2 50
Corned beef hash, 1s	..... 1 60
Corned beef hash, 2s	..... 2 80
Jellied hocks, 2s	..... 3 50
Jellied hocks, 6s	..... 10 00
Paragon ox tongue, 1s	..... 7 50
Paragon ox tongue, 2s	..... 8 50
Paragon ox tongue, 2s	..... 9 50
Paragon lunch tongue	.....
Tongue lunch, 1s	..... 4 00
Tongue lunch, 1s	..... 3 50
Sliced smoked beef, 1s	..... 1 60
Sliced smoked beef, 1s	..... 2 60

TORONTO.—Stocks are pretty well cleaned, according to general reports. Some jobbers stated that factories had practically exhausted their stocks in the lines which have received heaviest demand. Generally speaking, the stock of peas, corn, tomatoes, etc., is light. The outside demand is helping to further reduce the spot stock, tomatoes recently receiving a good call. The attention of those interested in canned goods is now directed toward the new crops, and the new pack. There is an old saying from a popular song, "Blame the weather man," and at the present time this individual has been passing around the wet goods in all too stunted a supply. Copious showers will do a world of good right now when the new crop is reaching a critical stage. Tomatoes are beginning to show signs of the drought, according to one man who had recently been over the ground. Peas are not doing well, even without rain, but some state that already the crop has suffered to a certain extent.

As regards strawberries, there is somewhat of a difficulty experienced in a scarcity of labor. This is pretty well substantiated, and as a result, jobbers are not expecting lower prices. In fact, it is believed that the opening prices will be high. The canned goods situation is rather unsettled, but considerable of the doubt would be allayed if a generous supply of rain was immediately received. Prices are changed but little. Corn is quoted slightly higher by some.

Beans	..... 0 80 0 90	Red pitted cherries, 2s	..... 1 75
Corn	..... 0 80 0 87 1/2	Gallon apples	..... 2 45 2 75
Peas	..... 1 10 1 12 1/2	Bartlett pears	..... 1 65
Pumpkins	..... 0 80 0 90	Light " 2s	..... 1 15
Tomatoes, 3s	..... 0 85 0 90	Heavy syrups, 2s	..... 1 40
Strawberries, 2s 1/2	..... 1 55	Light " 3s	..... 2 40
Raspberries, 2s	..... 1 75 1 85	Light " 3s	..... 1 70
Peaches, 2s	..... 1 60 1 65	Lombard plums, 2s	..... 0 80 0 85
" 3s	..... 2 65		
Lawtonberries	..... 1 65		

Clover Leaf and Horseshoe brands salmon:	
1-lb. talls, dozen	..... 2 00
1-lb. flats, dozen	..... 1 37 1/2
1-lb. flats, dozen	..... 2 15
Other salmon prices are:	
Humpbacks, doz	0 95 1 00
Cohoos, per doz	1 45 1 50
Strawberries, per case	..... 3 10
Lawtonberries, 2s	..... 3 30
Raspberries, 2s	..... 3 60
Apples, gallon, per dozen	..... 1 40
Peaches, 2s	..... 3 50
Pears, 2s	..... 3 30
Plums, 2s	..... 2 00
Tomatoes, 3s	..... 2 10
Corn, 2s	..... 1 80
Beans, 2s	..... 1 75
Peas, 2s	..... 2 25 2 40
Lobsters, halves, per dozen	..... 2 00 2 25
Lobsters, quarters, per dozen	..... 1 40

ONTARIO MARKETS

POINTERS—  
Sugar—Active and firm.  
Currants—Strong.  
Olives—Firm.  
Canned Goods—Stocks light.

Toronto, June 30, 1910.

Sugar is really the most conspicuous item in this week's markets. An impetus to the sugar trade has been received from the new fruit crop which is abundant, at least as far as strawberries are concerned. As a result the chief conjecture is in regard to another advance. Sugar is firm in all the markets. Since June 17th raw sugar advanced in London 9d. There is but little raw sugar in New York and conditions seem to have combined to give additional strength to the market. The demand is active and strength is a feature. Under these conditions it may be understood that an advance is being looked for if not at once, at least in the not too distant future. It remains to be seen what the outcome will be, but sugar is valuable property and will retain its value for the next two months unless unforeseen conditions arise.

General trade is good. In every line leading jobbers report that they have had a good share of business and there are many who expect when the returns for the spring months are totalled that they will reach larger figures than last year.

With the exception of sugar there is no particular feature. Trade in dried fruits is good and futures are strong. Light cereals are selling rapidly just now and orders are piling in.

The weather has been the subject of more or less concern of late, in so much as it affects the crops and general conditions. Continued drought in the west is proving detrimental to the crops and the wheat market has undergone a sharp advance. It is hoped by the trade that there will be no serious results as everyone is looking forward to large returns from the west this year. The same weather conditions are said to be affecting canners. Peas and tomatoes are referred to particularly but as yet nothing serious has occurred. Heavy rains will mean a mint of money to the country.

Sugar—A stronger tone has been given the sugar market during the past week and there is a possibility that in the not distant future another increase may be made in the list of prices. Local trading is active and the market has strengthened up considerably. At the present time buying is heavy as is also delivery. From all reports the fruit crop is likely to be

heavy. Strawberries have been exceptionally plentiful and to a large degree have occasioned the firmness that sugar has received. Opinion as to higher prices was not unanimous among jobbers and manufacturers. That a decline was out of the question was generally held. Others remarked that if sugar went further up the scale it would not be for some time and others again said that under the conditions they felt an increase was quite likely. At any rate sugar is good property. The demand will continue through July and August and will be felt even later. A jobber remarked, "It is few grocers you find who are willing to speculate on sugar, but the minute an advance is registered they want you to forward shipments at the old price. Of course, that is contrary to the agreement, but everybody does it."

Paris lumps, in 100-lb. boxes	..... 6 15
" " in 50-lb. "	..... 6 25
" " in 25-lb. "	..... 6 45
Red Seal	..... 7 20
St. Lawrence "Crystal Diamonds," barrels	..... 5 85
" " " 100 lb. boxes	..... 6 05
" " " 50 lb. boxes	..... 6 15
" " " 25 lb. boxes	..... 6 25
" " " cases, 20-5 boxes	..... 6 45
" " " Dominos, cases, 20-5 boxes	..... 7 70
Redpath extra granulated	..... 5 30
Imperial granulated	..... 5 00
St. Lawrence granulated, barrels	..... 5 30
Beaver granulated, bags only	..... 5 00
Acadia granulated (bags and barrels)	..... 5 20
Wallaceburg	..... 5 20
St. Lawrence golden, bbls.	..... 4 90
Bright coffee	..... 5 20
No. 3 yellow	..... 5 10
No. 2 "	..... 5 00
No. 1 "	..... 4 85
Granulated and yellow, 100-lb. bags 5c. less than bbls.	.....

Syrups and Molasses—Trade is quiet in these lines, demand being light. Prices have not been changed.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	..... 2 50	Gallons, 6 to case	..... 4 80
in case	..... 2 50	" " 12 "	..... 5 40
5 lb. tins, 2 doz.	..... 2 85	Quarts, 24 "	..... 5 40
in case	..... 2 85	Pints, 24 "	..... 3 00
10 lb. tins, 1 doz.	..... 2 75	Molasses—	
in case	..... 2 75	New Orleans,	
20 lb. tins, 1 doz.	..... 2 70	medium	..... 0 28 0 30
in case	..... 2 70	New Orleans,	
Barrels, per lb.	..... 0 03 1/2	bbls.	..... 0 26 0 28
Half barrels, lb.	..... 0 03 1/2	Barbadoes, extra	..... 0 45
Quarter "	..... 0 03 1/2	fancy	..... 0 45
Pails, 3 1/2 lbs. ea.	..... 1 80	Porto Rico	..... 0 45 0 62
" 2 1/2 "	..... 1 30	Muscovada	..... 0 30

Dried Fruits—The demand for dried fruits continues fair. There is no new feature in this regard. As to future stocks raisins and currants retain their firmness. The Valencia raisin crop according to a letter from Spain is less than that of last year. Higher prices than those of last year are expected at the opening and those now offered are from three to five shillings higher or about 3/4 of a cent per lb. Currants remain strong.

Prunes—	Per lb
30 to 40, in 25-lb. boxes	..... 0 11 0 11 1/2
40 to 50 " "	..... 0 08 0 09
50 to 60 " "	..... 0 06 1/2 0 07 1/2
60 to 70 " "	..... 0 06 0 07
70 to 80 " "	..... 0 05 1/2 0 06 1/2
80 to 90 " "	..... 0 05 0 06
90 to 100 " "	..... 0 05 1/2
Same fruit in 50-lb. boxes 1/2 cent less.	.....
Apricots—	
Standard	..... 0 14 0 15
Choice, 25 lb boxes	..... 0 15
Fancy, " "	..... 0 17 0 20

Candied and Drained Peels—	
Lemon	..... 0 09 0 11
Orange	..... 0 11 1/2 0 12 1/2
Citron	..... 0 14 0 17

Figs—	
Elemes, per lb.	..... 0 08 0 10
Tapnets, "	..... 0 03 1/2 0 04
Bag figs	..... 0 03 1/2 0 04
Dried peaches	..... 0 08 0 08 1/2
Dried apples	..... 0 08
Currants	..... 0 06 0 07
Fine Filistras	..... 0 07 1/2 0 08
Patras	..... 0 07 1/2 0 08
Uncleaned to let	.....
Vostizas	..... 0 08 1/2 0 09

Raisins—	
Sultana	.....
" fancy	.....
" extra	.....
Valencia, s	.....
Seeded, 1 lb	..... 16 oz.
" "	..... 12 oz.
Dates—	
Halloweens	.....
Sairs	.....
Teas	.....
North Cl	.....
and are c	.....
Coffee—	
regarding	.....
is steady	.....
Rio, roasted	.....
Santos, roast	.....
Maricaoibo,	.....

Spices—	
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ally firm.	.....
Chochin	.....
variety i	.....
Jamaica	.....
ply owing	.....
reason	.....
Cloves, m	.....
Peppers, black	.....
" white	.....
" who	.....
black	.....
Peppers, who	.....
white	.....
Ginger	.....
Cinnamon	.....
Nutmeg	.....

Rice at	.....
tapioca a	.....
satisfacto	.....

Rice, stand. B.	.....
Standard B. fr	.....
Montrea	.....
Rangoon	.....
Patna	.....
Japan	.....
Java	.....
Carolina	.....
Sago	.....
Seed tapioca	.....
Tapioca, medi	.....

Nuts—	
since a w	.....
firmness s	.....
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Almonds, Fori	.....
" Tari	.....
" shell	.....
Walnuts, Gren	.....
" Bord	.....
" Mari	.....
" shell	.....
Filberts	.....
Pecans	.....
Brazils	.....
Peanuts, roas	.....

Evaporat	.....
this mark	.....
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Evaporated ap	.....
Beans—	
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Prime beans, p	.....
Hand-picked b	.....
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MAN	.....
POINTER	.....
Currant	.....
Sugar—	
Evapora	.....

The exe and trade

# THE CANADIAN GROCER.

Raisins—			
Sultana	0 05	0 07	
" fancy	0 06	0 07½	
" extra fancy	0 08½	0 09	
Valencia, selected	0 05½	0 06	
Seeded, 1 lb packets, fancy	0 08	0 08½	
" 16 oz. packets, choice		0 07½	
" 12 oz.		0 06	
Dates—			
Hallowees	0 05	0 05½	Fards choicest
Saisa	0 05		

Teas—The tea market is steady. North China Congos have been received and are quoted at about the same prices.

Coffee—Satisfactory conditions exist regarding the coffee trade. The market is steady.

Rio, roasted	0 12	0 15	Mocha, roasted	0 25	0 28
Santos, roasted	0 13	0 17	Java, roasted	0 27	0 33
Maricaoibo	0 14	0 20	Rio green	0 10	0 11

Spices—The preserving and pickling season with its heavy demand for spices is close at hand and finds markets generally firm. Ginger is exceptionally strong. Chochin ginger is high and the African variety is practically off the market. Jamaica is, of course, firm. Short supply owing to small crops is accounted the reason for the present conditions. Cloves, mace and pepper are also strong.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 25	0 28
" whole			Allspice	0 14	0 16
black	0 16		" whole	0 14	0 16
Peppers, whole			Mace, ground	0 75	0 80
white	0 23		Mixed pickling		
Ginger	0 18	0 22	spices, whole	0 15	0 16
Cinnamon	0 21	0 23	Cassia, whole	0 20	0 25
Nutmeg	0 20	0 30	Celery seed	0 24	

Rice and Tapioca — Spot stocks of tapioca and sago are light. Trade is satisfactory with prices firm.

Rice, stand. B.		Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b.	0 02½	0 03
Montreal		2 80
Rangoon	0 03	0 02½
Patna	0 05½	0 05½
Japan	0 04½	0 05
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl	0 05	0 05½

Nuts—This market has not changed since a week ago. Demand is fair and firmness seems to prevail in the prominent lines.

Almonds, Formigetta	0 11
" Tarragona	0 11½
" shelled	0 32
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbota	0 12
" shelled	0 29
Filberts	0 12
Pecans	0 16
Brazils	0 15
Peanuts, roasted	0 08

Evaporated Apples—Trade is fair in this market. There is a scarcity in local supplies on spot stock owing to the weather. Demand is fairly good.

Evaporated apples..... 0 07½

Beans—Although there is not much change in the bean market they are a little easier.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

Olives and Olive Oil—There is a firmness to this market due to crop conditions. The crop was a full one but suffered to a certain extent afterwards.

## MANITOBA MARKETS

POINTERS—

Currants, Dates and Syrup—Reduced.

Sugar—Steady.

Evaporated Apples—Firm.

Winnipeg, June 30, 1910.

The exceptional hot weather continues and trade in all grocery lines is much

affected by it. There has not been a great reduction in the demand on the general staples and there has been a great stimulus given to special lines. Travelers' orders are taxing wholesalers, who in turn are pressing brokers and importers for fresh stocks. A local broker, in speaking of the general western trade, stated that the big demand for goods at present was based upon the increased population and the prospects for a large wheat harvest this year. It is evident that there is plenty of money in the country, for only high-grade stuff is in demand and advancing prices do not curtail the output.

Sugar—This market is quite steady in harmony with the general continental trade. The output is heavy and there is no anticipated change in prices. There has been a recent revival in the powdered product.

Montreal and B.C. granulated, in bbls	\$ 75
" " in sacks	\$ 81
" yellow, in bbls	5 35
" " in sacks	5 39
Loaf sugar, in bbls	6 35
" " in boxes	6 55
" " in small quantities	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
" " in small quantities	6 50
Lump, hard, in bbls	6 65
" " in ½-bbls	6 75
" " in 100-lb. cases	6 65

Foreign Dried Fruits—The report of frost in fruit centres in California is not looked upon seriously just now, as it is believed the output next season will be very heavy. Currants have become somewhat weaker on the local market, a condition that will be only temporary. Dates also have been reduced half a cent. All other lines are quite strong, although the fresh fruits trade has weakened the demand for all dried lines.

Smyrna Sultana raisins, uncleaned, per lb	0 06	0 11	
" " cleaned, per lb	0 09	0 13	
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 45		
" " selecte " 28's	1 55		
" " layers " 28's	1 75		
California raisins, choice seeded in ½-lb. packages	0 06		
" " fancy seeded, in ½-lb. packages	0 06½		
" " choice seeded in 1-lb. packages	0 07½		
" " fancy seeded in 1-lb. packages	0 08½		
Raisins, 3 crown muscatels, per lb	0 06½		
" " 4 " "	0 07		
Prunes, 93-100, lb	0 05½	Prunes, 50-60 " "	0 07½
" 80-90 " "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 " "	0 06½	Silver prunes, ac.	0 06½
" 60-70 " "	0 07	to quality	0 09½
Currants uncleaned, loose pack, per lb	0 06½		
" dry, cleaned, Filiatras, per lb	0 06½		
" wet, cleaned, per lb	0 06½		
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 07		

Pears, per lb	0 09	0 15	Nectarines, lb	0 09½
Peaches, stand-ard, per lb	0 08		Dates, per lb	0 06½
Peaches, choice	0 09		Hallows, bulk	0 06½
Apricots, stand-ard, per lb	0 15		Dates, packages	0 06½
Apricots, choice	0 15½		30 in case	0 05
Plums, pitted, lb	0 11	0 12½	Figs, per lb	0 04½
			Peel, lb, lemon	0 09½
			" " orange	0 10
			" " citron	0 13½

Syrup and Molasses—The market has dropped 5c on all lines of syrup. The commodity is essentially winter and little moves in warm weather. Stocks are heavy in camps and stores everywhere and a revival is not expected until the fall.

Syrup—	
24 2-lb. tins, per case	2 04
12 5-lb. tins, per case	2 30
6 10-lb. tins, per case	2 35
3 20-lb. tins, per case	2 45
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33
	0 35

Nuts—Peanuts form the major part of this trade at present. Hot weather has greatly increased the demand, and prices may be advanced before long. Other nuts are moving freely, especially almonds.

Shelled Walnuts, in boxes, per lb	0 30
" " small lots, per lb	0 31
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	0 12
	0 15

Rolled Oats—The market continues weak. A reduction in the 8's and 10's is quoted this week. Wholesalers claim that prices will be advanced next fall and it is unlikely that the present quotations will prevail another summer.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 65
" " 40 " " 40	0 85
" " 20 " " 20	0 45
" " 80 " (8, 10s)	2 10

Tapioca and Sago—Both these lines have an excellent market, and tapioca has advanced ¼c. A stronger market in the future is expected to prevail, owing to the destruction of plants.

Pearl tapioca, per lb	0 05½
Sago, per lb	0 05

Beans—The trade is quiet, as may be expected on this line. There is a good stock on hand and prospects are bright for a good supply this fall. In a few weeks retailers should be stocking heavily. The following prices hold this week:

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

Evaporated Apples—A slightly stronger market prevails just now, the quotation being 8½c. The quality is reported poor, but the demand is fair.

## NOVA SCOTIA MARKETS.

Halifax, N.S., June 30, 1910.

The first native strawberries arrived here on Wednesday, and for the next two weeks the commission men will be busy. The opening price was 17c per box. With the increased receipts, however, from now on the price should drop. If the weather holds good, the crop this season promises to be very heavy. Usually in the past Ontario berries have been on the market long before the native stock, but so far this season no berries from the upper provinces have been marketed here.

Prices of sugar remain unchanged, the best grade of granulated being quoted at \$5.20. Some of the dealers say that they would not be surprised at an early advance, now that the preserving season is near at hand.

A refrigerator car is now running between Halifax and points in the upper provinces. This iced car leaves here every Saturday for Montreal, over the Interecolonial. The shipments of fresh fish that are being made are very heavy. This trade shows enormous development; the shipments increasing every week.

Despite the low prices, dealers say that there is not much doing in the flour trade. All the dealers are reported to have large stocks of flour on hand.

Butter is in good supply, the receipts being above the average for the season of the year. Prices are unchanged from

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# THE CANADIAN GROCER.

last week's quotations. There is only a fair demand for eggs. The receipts are slackening up, but there is ample stock on the market to meet all requirements. Prices are firm at 19c.

Oranges have been advanced \$1 per crate, and the stock offering is only of fair quality. Ordinary Valencias are quoted at \$6, and large at \$7. Navels range from \$3.75 to \$4.75. The best quality bananas are 10c higher, being now quoted at \$2.50. American strawberries are selling at 16c to 18c per box, and fancy lemons at \$4.25. Pineapples have been advanced from \$3 to \$3.50 for 30-count. Some new potatoes are now coming on the market.

Butter—	Pineapples.....	3 00	3 50
Creamery prints	Pork, American	per bbl.....	30 00
per lb.....	Pork, clear bbl	.....	31 00
0 23	Hams smoked	.....	0 18½
0 24	Pork, fresh.....	0 10	0 11½
Dairy, tubs, lb.	Codfish, quintal	.....	5 50
0 19	Herring, pickled	per bbl.....	5 00
Fresh eggs, doz.	Potatoes	P. E. Island, bag	.....
Sugars—	Nova Scotia.....	1 35	1 35
Extra Standard,	Onions, Spanish	per lb.....	0 02½
granulated.....	Onions, American,	per lb.....	0 02½
5 30	per box.....	1 50	
Austrian, bags,	Molasses, fancy	Barbados, bbl.	.....
granulated.....	Barbados, fancy	.....	0 36
5 20	Barbados, gal.	.....	0 32
Bright yellow	Beans, bushel.	.....	2 25
.....	Rolled Oats, bbl	.....	4 70
5 10			
No. 1 yellow.....			
4 80			
Flour h. wheat,			
per bbl.....			
6 10			
6 20			
Flour, Ontario			
blends, bbl.....			
4 75			
5 00			
Cornmeal, bag.			
1 55			
1 65			
Fruits—			
Strawberries, bx			
.....			
0 17			
Oranges—			
Valencias.....			
6 00			
7 00			
Navels.....			
3 75			
4 75			
Bananas.....			
2 50			

[By Wire.] Halifax, N.S. June 30.—Flour advanced 20 cents per barrel here yesterday.

## NEW BRUNSWICK MARKETS.

St. John, N.B., June 30, 1910.

The only change in market quotations during the past week was a decline in the price of butter. Good dairy butter is now selling wholesale at 18c to 20c a pound, and creamery at 23c and 24c. Eggs are offered at 19c by the case and 20c to 22c for hennery. Some new native vegetables have appeared on the market, and native strawberries are commencing to come in. They are selling now at 18c to 22c a box, wholesale. Harbor salmon is plentiful now, and the price has dropped to 16c a pound. Fresh gaspereaux are bringing \$1 a hundred.

Sugar—	Beans, hand	pickled, bus	2 20	2 25
Standard gran.	pickled, yellow	eye, bus.....	3 50	3 65
5 40	eye, bus.....	Cheese, new, lb	0 14	0 14½
5 30	.....	Lard, compound	lb.....	0 14
4 90	.....	0 14	0 14½	
Flour, Manitoba	Lard, pure, lb.	0 17	0 17½	
6 15	Bacon.....	0 18	0 20	
6 25	Fork, domestic	mess.....	28 00	28 50
Ontario.....	Pork, American	clear.....	29 50	32 00
5 50	Strawberries,	dozen.....	1 70	1 80
5 60	dozen.....	1 70	1 80	
Cornmeal, bags,	Salmon, case—	Red spring...	6 50	6 75
1 55	Cohoos.....	6 00	6 25	
1 60	Peaches, 2s,	dozen.....	1 75	1 85
bbls. 3 15	dozen.....	2 85	2 95	
3 20	Baked beans,	dozen.....	1 20	1 30
5 00	dozen.....	1 20	1 30	
5 10	Fish—	Cod, dry.....	3 00	4 25
Buckwheat,	Herring, salt,	bbls.....	4 75	5 00
west, grey, bag	.....	0 85	0 90	
2 90	Bloaters, box...	0 85	0 90	
3 00	Harbour salmon,	lb.....	0 16	
Val. raisins, lb.	Fresh Gaspe-	reaux, cwt.....	1 00	
0 05½	0 06½			
Cal. raisins, seed-				
ed.....				
0 07½				
0 08½				
Currants, lb.....				
0 07				
0 07½				
Prunes, lb.....				
0 05½				
0 09				
Molasses, fcy.				
Barbados, gal				
0 32				
0 33				
Butter, dairy,				
lb.....				
0 18				
0 20				
Butter, cream-				
ery, lb.....				
0 23				
0 24				
Eggs, now laid				
0 20				
0 22				
Eggs, case.....				
0 19				
Potatoes, bbl.				
1 25				
1 50				
Canned goods—				
Pears, doz.....				
1 15				
1 55				
Corn, doz.....				
0 90				
0 95				
Tomatoes, dz				
1 00				
1 05				
Raspberries,				
dozen.....				
1 95				
2 05				
Rice, lb.....				
0 03½				
0 03½				

## CATALOGUES AND BOOKLETS.

The Eureka Refrigerator Co., Toronto, have just issued Catalogue No. 22, which they are sending out to the grocery trade.

It is illustrated with half-tone cuts of the various grocery refrigerators sold by the company, each of which is described and priced. In addition to the above-mentioned, they also show cuts of a refrigerator and showcase combined and a fish or poultry box.

The McCray Refrigerator Co., Kendallville, Ind., U.S.A., are also sending out an attractive catalogue, printed in several colors. It is Catalogue No. 67, and many of its pages show half-tone cuts of handsome store interiors; there are also several illustrations of the product of the company, and some good information on what refrigeration is and the operation of refrigerators.

## TO PREVENT REFLECTIONS.

Editor Canadian Grocer—Can you tell us how to obviate the glare from the sidewalk from blinding the show windows. We are on the sunny side of the street, have a large overhanging awning, but during the day nothing can be seen in the window except the reflection of the sidewalk. We feel that there is some cure for this trouble, but we do not know it. Can you tell us?

SMITH & BALL.

Picton, Ont., June 27, 1910.

(Edit. Note)—Some retailers in various parts of the country must have experienced this same trouble and overcome it. The Grocer would appreciate any information that any retailer has in this regard.

## TRADE NOTES.

C. Sternagel has opened a grocery store in Owen Sound, Ont.

Clarke & Ives, grocers and produce merchants, Prince Rupert, B.C., are dis-

solving partnership. The business will be continued by H. H. Clarke.

W. H. Dunkin & Co., Cornwall, Ont., is succeeded by T. R. Dunkin.

G. Greenslade, grocer, Vancouver, B.C., has sold to F. J. Rolston.

W. G. Reiley, formerly clerk with McArthur & Co., Priceville, Ont., has opened a store at Hopeville, Ont.

Stewart & Mobley, grocers and produce merchants, Prince Rupert, B.C., will shortly erect a new warehouse.

The Commercial Travelers' Mutual Benefit Society of London, Ont., will hold a picnic at Port Stanley on July 23.

A. T. Wattie, Braebridge, Ont., is erecting a new store on Manitoba St. He intends carrying a stock of canned goods, butter, eggs, fresh and cured meats, poultry, etc.

Vancouver, June 30. [By Wire.]—Flour is now \$6.70; local eggs 35c and eastern 28 to 29c.

## INFORMATION FOR BUYERS.

Supplied by the Trade to Sellers.

At the annual excursion of the Toronto Retail Grocers' Association to Cobourg, samples of Nation's custard powder were distributed on board the steamer. Every housewife on board received a full-sized package. Retailers may secure the same free from Green & Co., 136 John Street, Toronto.

Frank Cooper's "Oxford" marmalade, made in Oxford, Eng., has been selected as the only marmalade to be used on Capt. Scott's British Antarctic expedition this year. Green & Co., 136 John Street, Toronto, are Dominion agents.

## COLLECTING SMALL DEBTS.

Editor Canadian Grocer.—We have read with interest an article in your issue of the 3rd inst. by E. Askunas, secretary R. M. A., Chatham, in which he points out the lack of legal machinery for collecting small debts, and suggest a remedy.

We have been in the collecting business in Winnipeg for several years, handling largely accounts for retail merchants, and have been impressed with the deplorable lack of recourse of the retail merchant, as against his delinquent debtor—this in the face of efficient remedies, easily obtainable.

In this province it is next to impossible to enforce payment of a small debt. The procedure is by a proportionately expensive writ of special summons. After ten days' default judgment is signed, if the debtor has not been wary enough to delay matters a month or more by putting in a bogus dispute note. Six days after judgment has been signed, and before the debtor can be brought before a judge for examination, it is necessary to take out an absolutely useless writ of execution, costing from some \$2.50 upwards. Following this are two judgment summons. The debtor, not having to appear on the first, waits for the second. After an outlay of from \$10 up-

wards, he then comes before a County Court judge for examination, who, in an average of less than two minutes, makes an order for payment of from \$1 to say \$5 per month, first payment to be made in a month or two from date; or possibly after hearing an ingeniously concocted hard-luck story dismisses the summons. Where the order as above is made, nine times out of ten it is not obeyed, and the array of affidavits, orders and services necessary to enforce it costs more than the claim is worth.

It would seem to us that the remedy lies in the establishment of a small debt court, along the lines suggested by Mr. Askunas. By this means a duly appointed presiding official could inexpensively, and to the advantage of both creditor and debtor, adjust and enforce payment of small debts.

The merchants interested should look to their provincial representatives.

Thanking you, Mr. Editor, for your valuable space, and trusting that Mr. Askunas may succeed in having his "Scheme for collecting small debts" put into practice.

COMMERCIAL UNION ASS'N.

McDermott & Albert.

Winnipeg, Man., June 23, 1910.



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AGENT

## Are You Looking for Western Trade ?

New Towns are springing up every day in the GOLDEN WEST, and both Merchants and the youth of the nation are finding many trade opportunities ! What about you, Mr. Manufacturer? Are you grasping this opportune time, right now, to secure a new and ready market for your goods?

We are on the spot to tell you what the needs, prospects, opportunities and demand for any line of goods are in the West, and we will also handle your goods for you on a reasonable commission basis.

We have large track warehouses at the chief distributing centres, and can offer you every shipping and storage facility.

Get in touch with us to-day. We are after more business.

### NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Storage for all classes of merchandise.

Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William

## HONESTY!

No reputation is so valuable to manufacturer or retailer as that of making or handling HONEST GOODS — goods of guaranteed purity, unimpeachable quality and highly skilled manufacture.

### “E.D.S.” BRAND



### Jams, Jellies, Grape Juice and Catsup

bear the hall-mark stamp of honesty. The Department of Inland Revenue has certified them to be 100% PURE. Send for Government Bulletin 194 and be convinced that no line you can handle will so add to your reputation as “E.D.S.” Brand. See that your shelves are liberally stocked with these satisfaction-givers.

You can recommend them to your best customers with every confidence.

Made by **E. D. SMITH** at his own Fruit Farms  
WINONA, ONT.

AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.



**WINNING ITS WAY!**

**EASIFIRST**



**SHORTENING**

is the Popular Favorite and an Easy Winner in the Shortening League.

ORDER FROM

**GUNNS** PORK AND BEEF PACKERS LIMITED TORONTO

**Hot Weather**

is with us,  
and with it the demand for

**COOKED HAMs**

There is nothing more enticing for your Cooked Meat Counter, and there is nothing that will please your customers so much as our delicious Cooked Hams.

*Try Them—By Express*

**F.W. Fearman Co.**  
LIMITED  
**Hamilton**

**Jersey Cream**  
Brand  
**Evaporated Milk**



**THE RICHEST**  
By Government Test

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

**Breakfast Bacon**  
**Skinned Backs**  
**and Hams**

Finest Quality. Made from Selected Hogs.  
Made under Government Inspection.

**The WM. RYAN CO.**  
LIMITED

PACKING HOUSE:  
**FERGUS, - - - ONT.**

HEAD OFFICE:  
**70 and 72 Front St. East, TORONTO**

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Provisions-  
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hogs have a  
but otherwise

Pure Lard—  
Boxes, 50 lbs., p  
Cases, tins, each  
" " "  
" " "  
Pails, wood, 20 l  
Pails, tin, 20 lbs.  
Tubs, 50 lbs. ne  
Tierces, 375 lbs.,  
Compound Lard—  
Boxes, 50 lbs. ne  
Cases, 10-lb. tins  
" " "  
" " "  
Pails, wood, 20 l  
Pails, tin, 20 lbs.  
Tubs, 50 lbs. ne  
Tierces, 375 lbs.,

Pork—  
Heavy Canada short  
lean pork . . . . .  
Canada short out b  
Clear fat backs . . . .  
Heavy flank pork, bl  
Plate beef, 100 lb bb  
" " "  
" " "

Dry Salt Meats—  
Green bacon, flanks,  
Long clear bacon, h  
Long clear bacon, li  
Hams—  
Extra large sizes, 25  
Large sizes, 18 to 25  
Medium sizes, 13 to  
Extra small sizes, 10  
Bone out, rolled, lan  
" " "  
Breakfast bacon, 25  
Windsor bacon, skin  
Spiced roll bacon, bo  
Hogs, live, per cwt.  
" dressed, per ct

Butter—A  
butter left he  
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come in far in  
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# Heavy Production Affects Provision Market

**Butter and Eggs are Received in Large Quantities and Prices Seek a Lower Figure—Output of Cheese is Also Heavy—Season has Witnessed Bountiful Supplies—Country is not Wanting in Sufficiency of Produce—Easier Feeling in Pork Products Broilers are Quoted Lower.**

The provision market is in good condition, with supply meeting demand in an even and regular trade. Butter, cheese and eggs, in point of production, have not fallen off. In regard to cheese it has probably reached its highest point. The flush season generally extends from the middle of June until the middle of July, with a gradual decline until the close of the season. Prices as quoted at board meetings are steady, and, if anything, slightly higher. The increase in cable enquiries has, no doubt, had a beneficial effect on the market. Old cheese is still a favorite among the retailers' customers.

Butter production is still heavy and an accumulation is reported, with a consequent easier feeling to the market. There has been no particular change in the egg market. Supplies are liberal and demand is meeting them. The quality is somewhat affected by weather conditions. An easier feeling is noticeable in pork products. Receipts of dressed hogs have been liberal and lower prices have been consequent. There has been no special change in the market since a week ago.

## MONTREAL.

Provisions—There is no change since last week's drop in prices, except that trade has improved considerably. Live hogs have a tendency toward weakness, but otherwise the market is steady.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 16½
Cases, tins, each 10 lbs., per lb.	0 16½
" " " 5 " "	0 16½
" " " 3 " "	0 16½
Pails, wood, 20 lbs. net, per lb.	0 16½
Pails, tin, 20 lbs. gross, per lb.	0 16½
Tubs, 50 lbs. net, per lb.	0 16
Tierces, 375 lbs., per lb.	0 16
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 13
" " " 5 " "	0 12½
" " " 3 " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 11½
Pails, tin, 20 lbs. gross, per lb.	0 12½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 375 lbs., per lb.	0 12½
<b>Pork—</b>	
Heavy Canada short out mess, bbl. 35-45 pieces	30 00
Bean pork	25 00
Canada short out back pork, bbl. 45-55 pieces	29 50
Clear fat backs	32 50
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb bbls.	9 25
" " 800 "	18 00
" " 800 "	25 50
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 16½
Long clear bacon, heavy, lb.	0 15½
Long clear bacon, light, lb.	0 16½
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 17
Large sizes, 18 to 25 lbs., per lb.	0 18
Medium sizes, 13 to 18 lbs., per lb.	0 19
Extra small sizes, 10 to 13 lbs., per lb.	0 20
Bone out, rolled, large, 18 to 25 lbs., per lb.	0 19
" " " small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 20
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 17
Hogs, live, per cwt.	10 00
" dressed, per cwt.	13 50

Butter—A small quantity of export butter left here this week, about 1,000 packages in all. Supplies continue to come in far in excess of last year, being for the week 22,840 packages, as against 18,755 same week last year. For the

season they are 124,254 packages, as against 96,469 same season last year.

New milk creamery	0 23½ 0 24
Dairy, tubs, lb.	0 21
Fresh dairy rolls	0 21

Cheese—Export demand seems to be increasing of late. It is to be hoped it will continue, as supplies are coming in very freely every day. For the week receipts are 85,340 boxes, as against 97,937 same week last year. For the season they are 396,518 boxes, as against 379,953 same season, 1909.

Quebec, large	0 11½ 0 11½
Western, large	0 11½ 0 11½
" " twins	0 12
" " small, 20 lbs.	0 12
Old cheese, large	0 13

Eggs—Prices are still sagging, though the change is slight. Continued heavy receipts is the cause. For the week they are 7,825 cases, as against 7,176 same week last year. For the season they are 89,148, as against 91,194 same season, 1909.

New laid	0 23 0 24
Selects	0 21 0 21½
No. 1	0 19½

Maple Products—The situation is unchanged. Demand is rather poor, but prices still firm and high with stocks light.

Compound maple syrup, per lb.	0 44 0 05
Pure township sugar, per lb.	0 10 0 11
Pure syrup, 84 lb. tin	0 70
" 104 lb. tin	0 85

Honey—The market is quiet at former prices.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 04 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

## TORONTO.

Provisions—Easier prices have been noted in various lines, and the only explanation offered was a slight temporary over-production. Live and dressed hogs have slumped, and supplies are being received rather plentifully. Lard is still easier. There is considerable business being transacted, and no significance is accredited the recent changes.

Long clear bacon, per lb.	0 15 0 15½
Smoked breakfast bacon, per lb.	0 19 0 19½
Pickled shoulder	0 11½
Roll bacon, per lb.	0 15 0 15½
Light hams, per lb.	0 18 0 18½
Medium hams, per lb.	0 18
Large hams, per lb.	0 17 0 17½
Cooked hams	0 26
Fresh shoulder hams	0 13
Shoulder butts	0 17 0 18
Backs, plain, per lb.	0 19 0 19½
" " pea meal	0 19½ 0 20
Heavy mess pork, per bbl.	38 00 39 00
Short cut, per bbl.	30 00 31 00
Lard, tierces, per lb.	0 15
" tubs	0 15½
" pails	0 15
" compounds, per lb.	0 12 0 13
Live hogs, at country points	8 75
Live hogs, local	9 00
Dressed hogs	13 25 12 50

Butter—The production is maintained, no declination having yet been reported. Prices are slightly easier. The market is moving briskly, with supplies being readily disposed of. Creamery is still selling at a good figure.

Fresh creamery print	Per lb.	0 23 0 24
Farmers' separator butter	0 19 0 20	
Dairy prints, choice	0 18 0 18½	
No. 1 tubs or boxes	0 19 0 20	
No. 2 tubs or boxes	0 17 0 18	

Eggs—Large dealers report that the supply of eggs is still heavy and prices show no tendency as yet to go higher. They are somewhat easier than a week ago, with the amount of business large.

Selects	0 21 0 22
Fresh eggs, doz.	0 16 0 19
Second grade, doz.	0 16 0 17
Chips, doz.	0 15

Cheese—Old cheese is still holding the market and bringing a good price. The production of the new make is heavy and prices on country boards average 10¾c.

Old cheese—	White	0 14	
Large	0 12½ 0 13	New cheese—	
Twins	0 13 0 13½	Large	0 11½ 0 11½
Stiltons	0 15	Twins	0 11

Poultry—There is nothing strikingly new in this market. Broilers are more plentiful, but the demand is not heavy.

Spring broilers, live	0 18 0 20
Hens, per lb. live	0 12
Turkeys, per lb., large, live	0 16
Spring duck, lb., live	0 20

Honey—There is not much new business in honey yet. The demand is reported only fair.

Clover honey, extracted, 60 lb. cans	0 104 0 11
" " " 10 lb. pails	0 11 0 12
" " " 5 lb. pails	0 11½ 0 12
" " comb, per dozen	2 00
Buckwheat honey, lb.	0 07

## SMOOTH STRANGER POSES AS AGENT.

The following despatch sent out from Sarnia, Ont., speaks for itself:

Sarnia, June 24.—W. J. Robson, representing the MacLean Publishing Company, of Toronto, is in town to-day. He found on making his calls, that a man, giving the name of W. Hill, had made the rounds the day before yesterday and passed himself as agent for different trade journals.

He called at W. J. Barries' plumbing shop.

"Let me see, I believe you owe a small account to the MacLean Publishing Company."

"No. I do not," said Mr. Barrie, and then explained his standing. The smooth one then collected a year's subscription from Mr. Barrie in advance.

Mr. Hill had all the trade journals in his possession and did a land office business.

Mr. Robson said that the matter will at once be placed in the authorities' hands, and if possible will be apprehended.

[Editorial Note.]—Only the bona-fide subscription representatives of the MacLean trade papers carry receipt and renewal blanks made out in the company's name. No order should be given to or renewal placed with any person who does not have the company's regular blanks.

**MAIL ORDER HOUSES GIVE CREDIT.**

Two large Chicago mail order houses have now started a credit system among farmers, whereby they are giving from forty-five to ninety days' credit on all goods. The credit system is very complete in many instances, and some influential farmer is often given his goods much cheaper for the service he renders in giving the houses lists of names and guaranteeing the integrity of his neighbors.

The credit system might be expected as the next step in the methods of catalogue houses, as they exist in Canada. If retailers were only as keen for business, were working harmoniously together and were in fighting trim, there would be less apprehension in this regard.

**GETTING NEW CUSTOMERS.**

There are different ways in which the merchant may keep himself posted with reference to the new families coming to town. One man recognized that the draymen of his town should know a thing or two in that respect, so he agreed to supply them with their business cards on the understanding that they would furnish him with the names and addresses of newcomers. First knowledge in this case was used to good advantage in swelling his list of customers.

**Turn Your Losses Into Gains**

By adopting the one plan that will enable you to handle credit customers successfully and make them just as safe as the cash buyers.

**Allison COUPON BOOKS**

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

**HOW THEY WORK**



A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 - No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.  
Manufactured by  
**ALLISON COUPON CO., Indianapolis, Ind.**

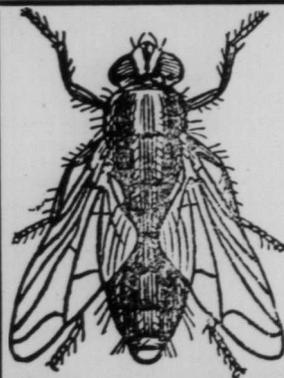
**In Emphasis**

our advertising man wrote:

"The different kind of a soap: That, in a nut-shell is Fels-Naptha!"

In truthful praise, innumerable women go further and say

"Fels - Naptha, the better kind."



The destruction of the filthy and disease-spreading house fly is a public duty, and Grocers can assist in performing this duty and incidentally make large profits by pushing the sale of

**WILSON'S FLY PADS**

**Quality and Consistency**

are the two things to bear in mind regarding our biscuits. Always good and always equally good. A steady money-maker.

**THE CANADIAN BISCUIT CO., :: LA PERADE, QUE.**



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**DOMIN**  
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96-104 Spa



# PUBLICITY



An inventory of every grocer's stock shows a certain percentage of "dead ones"—goods that through lack of quality or publicity represent a profitless investment of part of his working capital. Goods that are reliable and extensively advertised are profit producers.

Magic is the most extensively advertised baking powder in Canada, and insures a satisfactory profit at all times. Think it over.

## MAGIC BAKING POWDER

CONTAINS NO ALUM.

MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum. Full one-pound cans sell at 25c.

### E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg

Montreal



MADE IN CANADA

### Sixty Thousand Sold in Six Years

FIRST AND STILL THE BEST.

☞ The fact that we have sold sixty thousand McCASKEY REGISTERS in the six years we have been in business is sufficient proof that THE McCASKEY SYSTEM IS A SUCCESS.

☞ No thinking man doubts that.

☞ Since it is a proven success in handling credit accounts WITH BUT ONE WRITING, why haven't you one?

☞ What it has done for sixty thousand merchants it will do for you.

☞ Let us prove it.

☞ A postal card will bring you information free.

**DOMINION REGISTER CO., Limited**

Successor to the McCaskey Register Co. in Canada

96-104 Spadina Avenue - TORONTO, Can.

## All this Summer

I WILL ADVERTISE PORK AND BEANS

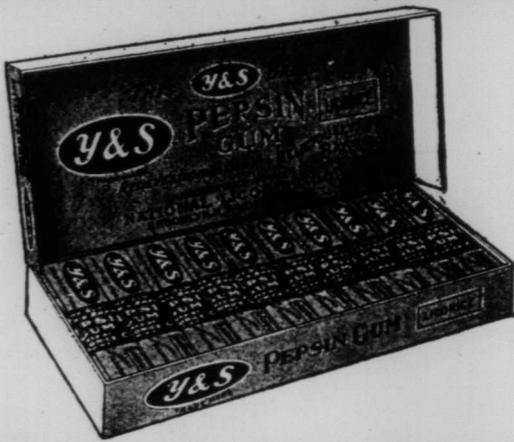
My product is as near perfection as is possible. I know it—the trade is pretty sure of it.

And I am inducing the consumers to find it out for themselves by trying it. Almost 200 papers in Canada are suggesting this trial.

Keep your stock well assorted to meet the coming demand.

*Of course you carry a full line of other Clark Specialties.*

**Wm. Clark - Montreal**



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

**National Licorice Co.**  
MONTREAL

# BISCUITS

## from the Old Country

Some of the most popular Biscuits in Britain are made by

**McVITIE & PRICE**

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS for Manitoba, Saskatchewan, Alberta and British Columbia:  
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

## The Chief Competitor

Of Prepared Foods is Home Cooking

Housewives would not go to the trouble of preparing all the foods they do at home if they could buy satisfactory substitutes ready cooked.

Most women who are prejudiced against goods in cans and bottles have simply tried the wrong kind.

The only way to build up a good business on prepared foods is to sell a quality as good or better than can be made in the home.

**HEINZ 57 VARIETIES  
PURE FOOD PRODUCTS**

are made of the best materials money can buy. They are prepared in model kitchens by methods which are the result of forty years' experience and endeavor to improve the best home ways of food preparation.

The housewife may be able, in some instances, to prepare similar foods that will be more pleasing to her own individual family, but she cannot make cleaner, purer, or better.

**H. J. HEINZ COMPANY**

Members of American Association for the  
Promotion of Purity in Food Products

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

**John P. Mott & Co.**  
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor Montreal R. B. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver  
Arthur M. Loucks Ottawa R. G. Bedlington Calgary

## Flour M

Conti  
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The wheat  
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Fine oatmeal, bags...  
standard oatmeal, bag  
granulated "  
Golddust cornmeal, 98  
Boiled cornmeal, 100-l  
Milled oats, bags....  
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1st Patent.....  
2nd Patent.....  
strong bakers.....  
Feed flour.....

## Flour Market Possesses a Much Stronger Tone

Continued Dry Weather in th  
tain Extent—Wheat Takes Sh  
in Consequence—A Good Rain  
Restore the Market to Normal  
Might Prove Serious.

The wheat market seems at the time of going to press to be hanging in the balance and as farmers generally are most prone to worry, there must surely be some who are lying awake these nights thinking of what the morrow may bring. Continued dry weather with but a sparse rainfall has boosted the price of wheat fourteen cents during the past week.

But little attention was paid to the statements of the weather "knocker" at first, but his earliest "forecasts" seem to have been substantiated and the feeling has grown that the situation is beginning to look rather serious. A good shower of rain, several days of it, would quickly dispel all doubt and relieve the farmers and others of their worries. Montreal flour is quoted ten cents higher as a result of the firmness in the wheat lists. Tuesday the stock board saw another sharp increase in wheat and it is expected that there will be some wild fluctuations until the exact conditions are learned.

The feeling in the oats market is better and it is believed the lowest price has been left behind.

### MONTREAL.

Flour—Flours are all up ten cents, on account of the rise in wheat, as well as the rather light condition of local supplies. The increase has seemed to have a somewhat stimulative effect on buying, and prices are firm at the new quotation.

Winter wheat patents, bbl.....	5 35
Straight rollers, do.....	5 10
Extra, bbl.....	4 70
Manitoba spring wheat patents, bbl.....	5 50
Strong bakers, bbl.....	5 00

Oatmeal—Sales are beginning to improve, and particularly foreign demand seems to be better. Prices are showing considerable firmness, and the situation is considered stronger than last week.

Fine oatmeal, bags.....	2 20
Standard oatmeal, bags.....	2 20
Granulated.....	2 20
Gold dust oatmeal, 98-lb. bags.....	2 10
Boiled oatmeal, 100-bags.....	1 65
Boiled oats, bags.....	2 00
Barrels.....	4 25

### TORONTO.

Flour—Local millers report business good. Considering conditions of the general market, they are in fact "very good," to use one miller's words. There has been no change in prices as the result of stronger prices in wheat due to weather conditions. Should the present dryness continue, prices will undoubtedly go higher locally. Millers are, however, praying for rain.

Manitoba Wheat.	
1st Patent.....	5 40 5 50
2nd Patent.....	5 00
Strong bakers.....	4 80 4 90
Feed flour.....	3 14

e West Threatens Crops to Cer  
arp Jump and Flour is Affected  
Will Relieve the Situation and  
Conditions—Continued Drought

Winter Wheat.	
Straight roller.....	4 90
Patents.....	5 30
Blended.....	4 80

Cereals—There has been practically no change in the cereal market. Some consider that a feature is the way the market has remained steady in spite of the warm weather.

Rolled oats, small lots, 90 lb. sacks.....	2 00
25 bags to car lots.....	1 90
Rolled wheat, small lots, 100 lb. bris.....	3 00
25 bris. to car lots.....	2 90
Standard and granulated oatmeal, 55 lb. sacks.....	2 20

[Editorial Note]—At the time of going to press an advance of ten cents in the price of flour was announced. The reasons for this step are those mentioned above. One leading miller stated that the advance was hardly enough, he thought, for with wheat at its present price, he said there was hardly a profit to the miller. He expected flour to go higher if current wheat prices held firmly. The quotations given are for car lots. Quantities less than that are quoted at 10 cents extra.

### FOR BREAD DELIVERY.

Indiana Bakers Must Wrap Loaves in Paper Before They are Taken From the Factory.

Bread must be wrapped before leaving the bakery according to the laws of the State of Indiana. The particular clause respecting it, is as follows:

"The pure food law of 1907 and the sanitary food law of 1909 define unsanitary conditions as they exist in food-producing and distributing establishments, and provide that all food in the process of manufacture, sale and distribution be securely protected from flies, dust and dirt. Bread, pasteries and other baker's goods which are not delivered to the consumer at the bakeshop, but which are carried unwrapped to grocery stores and other distributing stations in wagons, carts or similar conveyances, are not properly protected, and the practice is in violation of law. In order that the sale of bread, pasteries and baker's goods may be conducted under sanitary conditions and in conformity with the laws of the state, bakers are hereby instructed that on and after July 1st, 1910, all such goods, including bread, buns, rolls, biscuits, cakes, crackers, pies and other baker's products must be properly protected while in transit or while displayed for sale. For the guidance of bakers, it is ordered that bread shall be wrapped in suitable paper wrappers, or placed in suitable bags before being taken from the bakeshop, and that all other goods shall be carried in tight, dust-proof boxes or cartons."



There's a difference in the taste of a "Perfection" Cracker which distinguishes it from every other Soda Biscuit.

The difference begins by the better mixing of the choicest materials, and by the better baking of the biscuit in modern sanitary ovens.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness and excludes all dust and dirt.

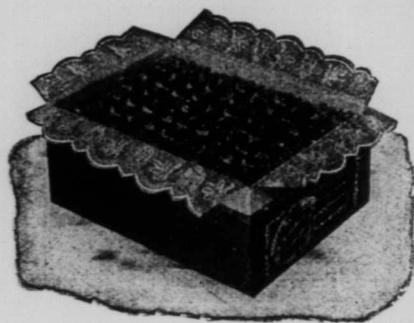
Replenish your stocks to-day!

The  
**MOONEY BISCUIT & CANDY CO., LTD.**  
Stratford, Can.



**COX'S**  
INSTANT  
POWDER  
**GELATINE**  
A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

Canadian Agents: **J. & G. Cox, Ltd.**  
C. E. Colson & Son, Montreal  
D. Mason & Co.  
A. P. Tippet & Co.  
George Mills, EDINBURGH



# Chocolate "BORDO"

(REGISTERED)

Your trade will insist on

## BORDO

If you once give them  
the chance to try it.

We believe in and practice consistently high-grade methods of manufacture, and our secret recipe for these chocolates, combined with the BEST of materials, give a product unequalled in Canada.

**THEY  
SELL  
THEMSELVES**

Write us at once for  
prices and samples.

**The Montreal Biscuit Co.**  
(The Originators)  
MONTREAL.

## TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

## MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulterations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

### Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

52 Highest Awards in Europe and America

**WALTER BAKER & CO.'S**

**CHOCOLATE  
& COCOA**



Registered,  
U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.  
MONTREAL, CANADA

## WINDSOR SALT

**CAR LOTS OR LESS.** Prompt shipments  
Write us for prices. Phone order our expense

**TORONTO SALT WORKS**  
TORONTO, ONT.      GEO. J. CLIFF, MANAGER

## W. H. ESCOTT

WHOLESALE

**Grocery Broker**

141 BANNATYNE AVENUE

**WINNIPEG**

COVERING

**MANITOBA and SASKATCHEWAN**

CORRESPONDENCE SOLICITED

## MAPLE SYRUP!

Small's Maple Leaf Brand  
is the Standard the world over.  
**CANADA MAPLE EXCHANGE**  
Montreal

## GEORGE & BRANDAY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey  
Wax, Sugar, Rum, etc., etc.

KINGSTON,                      JAMAICA

## Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert,  
Oka, Parmesan, Edam, Stilton.

WE ARE SPECIALISTS FOR THE TRADE.

Write, Wire or Phone.

**THE ST. LAWRENCE GROCERY**  
395 St. Lawrence Boulevard Montreal

### SUOHARD'S COCOA

This is the season to push SUOHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUOHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

**FRANK L. BENEDICT & CO., Montreal**  
Agents.

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels.                      Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

**J. W. EWEN,                      Uxbridge, Ont.**

### FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

**P. POULIN & CO.**

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

### THE HODGSON GUM CO.

896 St. Lawrence St.                      MONTREAL

Makers of High Class Gums at  
Popular Prices. Write for Samples  
and Quotations.

We make special brands to order.



Five  
Rose  
Flour



# Who said Five Roses is too good?

**P**ERHAPS, Brother Grocer, you have said it yourself that FIVE ROSES is *too good* for YOUR custom—they won't pay a fair price—

Quality has no selling force in your vicinity.

Then, let us say we are glad this is your *only* objection.

And let us tell you of conditions as they exist in the big city of Montreal.

In the big city slums are to be found the very poorest of the poor, folks who bite every copper before they spend it, to whom a dollar assumes big proportions, being seen through Poverty's microscope.

More than all others, Necessity compels this buyer to force the very last drop of money's worth out of every "nickel."

Everything is examined, tested, results compared with lynx-eyed Economy.

For *they cannot afford not to purchase Quality.*

These are the folks who bake their own bread; these are the women with their own hands in the dough.

And they purchase their flour "by the loaf"—so much money, so much flour—so much flour, so many loaves, you see.

The flour producing the most bread, the best bread.

They eat more bread than richer folks—they *must*. They buy more flour.

The most particular when quality is at stake—their *only* luxury being the high quality of their necessities.

This discrimination of the slums in flour buying has been noted in the largest cities—New York, Chicago, Boston, etc.

And we have seen it with our *own* eyes in Montreal, Brother Grocer.

Our travelers tell us—our books confirm it—that in the very poorest districts of Montreal—French "down east"—Hebrews back of the "Main"—Irish in "Griffintown"—are to be found the *most* enthusiastic users of FIVE ROSES flour.

It is not the cheapest flour they could buy, but *they can't afford a cheaper.*

Your constituency has never known such poor folks, Brother Grocer.

Will YOU tell us *now* that FIVE ROSES is too good for your trade?

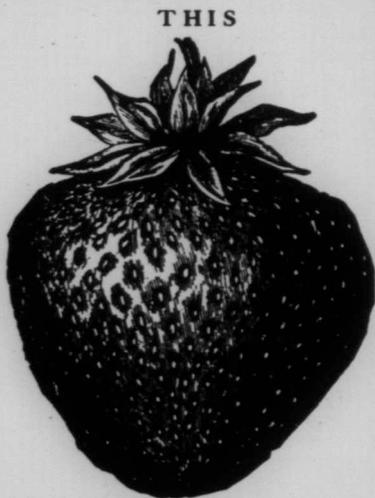
Whose earning capacity is so much better?

Five  
Roses  
Flour

LAKE OF THE WOODS MILLING COMPANY, Limited  
MONTREAL

## An Abundance of Canadian Fruit on the Market

Strawberries are the Feature of the Present Quotations — Large Quantities Reported From all Parts of the Country — Saturday of this Week or Monday of Next Should Find Prices at the Bottom Figure — Lemons are Very Strong and There are no Indications of Weakness to the Market — Supply of Fish has Improved.



THIS  
IS WHAT YOU WANT.  
Largest Receivers.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 CHURCH ST. - TORONTO  
Carload Importers

## HOT WEATHER

like this almost any kind of LEMONS will sell, but mind you—Hot or Cold, there's more real worth and satisfaction in a box of

**"St. Nicholas"**

or

**"Home Guard"**

than you are likely to get under any other brand.

BUY THEM

**J. J. McCABE**

AGENT

32 Church Street, Toronto.

The fruit market is gradually reaching its season of greatest activity with supplies generally sufficient to meet the demand. There is apparently an abundance of strawberries throughout the country and prices are gradually going down. The Grocer's statement last week that it would be a rush sale has been borne out so far. It remains to be seen how long the supply will continue.

An editorial column recently contained the remark that the lemon market follows the mercury like a cat chasing its own tail. The recent hot wave was felt throughout the whole country, and created an abnormal demand for lemons. The supply of the same quench-relievers has not been too heavy and the result was higher prices. Fancy stocks are particularly strong.

It may be remarked in conjunction with the above that the warm weather is not going to leave yet awhile and lemons should enjoy a good sale at fancy prices. Bananas are selling steadily; Canadian cherries are on the market, fair of quality and price. Another week should find material changes as the Canadian season develops both as to fruit and vegetables. Buyers should follow the market carefully as it is action that counts in handling fruits.

By the end of the present week or during the early part of next, strawberries should be at their lowest quotation, quality taken into consideration.

### MONTREAL.

Green Fruits—The local fruit market is in receipt of a large shipment of bananas this week, 25 cars. This has as yet caused no weakening of prices, but it would not be at all surprising if it did. Lemons and late Valencia oranges are showing great scarcity. Prices are firm, and show signs of an early advance. Grape fruit are also scarce. Fine local and western strawberries are on the market at from 6-8c. This week promises to be the big week for them. Prices will undoubtedly be lower.

Apples—	Palermo.....	4 00
Russets.....	Messinas.....	3 00 3 25
Spies, per bbl.....	Oranges—	
Bananas crated,	Florida.....	3 00
bunch.....	California navel 3 00	4 50
Cranberries, bbl.....	Porto Ricos.....	2 50
Cocoanuts, bags.....	Mexicans.....	2 25
Grape fruit—	Sicily bitters.....	
Florida, box.....	box.....	2 25 3 00
Grapes, Almeria,	Jamaica, bbl.....	3 75 4 25
per keg.....	Valencia, large,	
Limes, per box.....	per case.....	4 50 5 00
Lemons—	Pineapples—	
Sicily bitters, box 1 75	Florida, case.....	2 50 2 75
orrento.....	Strawberries, qt.....	0 06 0 08

Vegetables—Trade is very slack this week. Owing to the tremendous supplies of fresh vegetables arriving daily dealers are at their wits' end to dispose of them. Nearly every line shows an

oversupply, and prices are feeling the effect. They are weakening all along the line. Potatoes are down to \$2.50 and others in proportion.

Asparagus, doz.....	1 00 5 00	Mushrooms, lb.....	0 75 1 00
Beans, green,		Onions—	
basket.....	2 00	Egyptian, lb.....	0 03 0 03 1/2
Beans, wax.....	2 00	Potatoes—	
Beets, bag.....	0 50 0 75	Montreal, bag.....	0 65 0 75
Beets, new, doz.....	0 75 1 00	Potatoes, new,	
Carrots, bag.....	1 75	per bbl.....	2 50
Carrots, new, doz	0 50 0 60	Parley, dozen.....	0 25 0 30
Cabbage, new, ct	1 25 1 50	Parsnips, bag.....	1 25 1 50
Washed celery, dz	1 50	Radishes, dozen	
Cauliflowers, doz	6 50	bunches.....	0 15 0 20
Cauliflowers,		Rhubarb, doz.....	0 25 0 35
Montreal.....	2 00 3 00	Spinach, bbl.....	1 50 2 00
Cucumbers, bkt	2 25 2 50	Tomatoes—	
Garlic, per lb.....	0 25 0 30	Flor das, crate ..	3 25 3 50
Green Peppers,		Cubans, crate ..	2 25 2 50
basket.....	0 75	Mississippi, 4 bas-	
Lettuce—		ket carriers.....	1 50
Montreal, doz.....	0 30 0 50	Turnips, bag.....	1 50 1 75

Fish—Gaspé salmon is arriving in good quantities and the prices had another drop this week, but as the fish will surely get scarce, prices are expected to stiffen now. Brook trout are scarce along with most lake fish. Ocean fish such as haddock, cod, halibut are plentiful. The mackerel season is drawing to a close, that is the summer schools, and the crop is short. It is close season in many districts for lobsters. Trade is fair, with demand a little better than usual at this time of year.

FRESH	
Shad, 'Roe', ea.....	0 35
Shad, 'Buck', ea.....	0 20
Pike.....	0 68
Perch.....	0 08
Steak cod.....	0 05
B.C. salmon.....	0 13
Gaspé salmon.....	0 14
Market cod.....	0 04
Sturgeon.....	close season
Brook trout.....	0 22
Lake trout.....	0 10
Whitefish.....	0 12
Mullet.....	0 06
Haddock.....	0 04
Halibut.....	0 09
Bullheads.....	0 10
Carp.....	0 06
Dore.....	0 12
Mackerel.....	0 10

FROZEN	
Codfish.....	0 04 0 04
Dore, winter caught,	
per lb.....	0 08
Haddock.....	0 04
Halibut, per lb.....	0 08 1/2
Herring, per 100.....	1 25
Market cod.....	0 04
Steak cod.....	0 05
Pike.....	0 06
Salmon, B.C., red,	
Gaspe salmon.....	0 18
Smelts, 10 lb. boxes.....	0 7 1/2
Whitefish, large,	
lb.....	0 09
Whitefish, small.....	0 07

SALTED AND PICKLED	
Green cod, No. 1,	
bbl.....	6 00 6 50
Labrador herring, bbl	5 00
Labrador sea trout,	
bbl.....	2 85
Labrador sea trout,	
bbl.....	11 00
Labrador sea trout,	
half bbl.....	6 00
No. 1 mackerel, pall..	2 00
" " bbl.....	8 00
No. 1 pollock, bl ..	4 00
Salmon, B.C., red, bbl	14 00
" " pink, bbl	12 00
" " Labrador, bbl	17 00
" " bbls	8 50
" " tros.....	
300 lb.....	23 00
Salt eels, per lb.....	0 07 1/2
Salt sardines, 20 lb. pis	1 00
Scotch herring, bbl..	6 50
" " keg	1 00
Holland herring, bbl	5 50
" " keg	0 75

SMOKED	
Blosters, large, per box.....	1 00
Haddies.....	0 07
Herring, new smoked, per box.....	0 13
Kipperd herring, per box.....	1 15

SHELL FISH	
Clams, Quahogs, per bbl.....	6 50
Clams, Little Necks, per bbl.....	11 00
Shell oysters, bbl.....	10 00
Lobsters, live, per lb.....	0 14
Oysters, choice, bulk, Imp. gal.....	1 50
" " Selects, Imp. gal.....	1 60
" " Sealshipt, standards, per Imp. gal.....	1 75
" " select, per Imp. gal.....	2 00

PREPARED FISH	
Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box.....	1 80
Skinless cod, 100 lb. case.....	5 50

### TORONTO.

Green Fruits—Toronto's fruit market, the distributing centre as it is for a large portion of inland Ontario, is now

the scene of almost gigantic fruit is arriving there are also from California the week have tion and busin quality has been the crop is believed Canadian che ceived. They at from 60 c been a good and cantalou quoted for t strawberries th al and the high been sustained At least that i have expressed

The California of apricots, oranges, etc., is a splendid li been in deman the supply pro especially in t

## Strawberries

Now in DEMAND  
We are in phone orders

Steven  
Grows  
CAL  
HAMILTON, Ont

B

FOLLOW

the scene of daily activities that reach almost gigantic proportions. Canadian fruit is arriving in large quantities but there are also car load shipments coming from California. Strawberries during the week have been the centre of attraction and business has been heavy. The quality has been good and as to quantity the crop is believed to be one of the best. Canadian cherries are also being received. They are of fair quality and sell at from 60 cents to \$1.25. There has been a good demand for watermelons and cantaloupes. Lower prices are quoted for the latter. In regard to strawberries the decline has been gradual and the higher prices seeming to have been sustained longer than necessary. At least that is an opinion that retailers have expressed.

The California stock arriving consists of apricots, plums, pears, peaches, oranges, etc., and as found on display is a splendid line of fruit. Lemons have been in demand to such an extent that the supply proved altogether too limited, especially in the fancy lines. Verdellis

# Local Fruits

We are large Distributors of Local Fruits. Arrivals are heavy now. **Strawberries, Gooseberries, Cherries, Cucumbers, etc.**

**Also Imported Vegetables.**

Headquarters for Fine Quality **Oranges, Lemons, Bananas.**

## WHITE & CO., Ltd.

Branch at Hamilton

TORONTO

## Strawberries

CANADIAN

Now in GOOD SUPPLY  
DEMAND is HEAVY

Order early

We are large dealers in this line. Wire, phone or mail your orders to

**Stevens & Soloman**

Growers and Shippers of  
CANADIAN FRUITS

HAMILTON, - - - ONT.  
Phones 1990 and 2700

## FANCY

**RIPE** { PINEAPPLES  
FLORIDA TOMATOES  
BANANAS

**FRESH** { LETTUCE  
RADISH  
RHUBARB  
GREEN ONIONS

== Finest Oranges and Lemons ==

**HUGH WALKER & SON**  
Established 1861) GUELPH, ONTARIO

Ask and you will receive

# BUSTER BROWN LEMONS

Packed by Follina Bros. "Best by test"

---is now, and always will be.

FOLLINA BROS., Packers

W. B. STRINGER, Sales Agent

THE CANADIAN GROCER

are now listed at \$5.50 and it is not likely that the limit has been reached yet. It depends largely on the weather. A prolonged hot wave should make them worth their weight in gold, more or less, if the supply is not augmented. Pineapples are still firm but there is not the same amount of business recorded as a few weeks ago. The Cuban crop has practically been depleted.

Apricots, crate..... 3 00	Oranges—
Bananas..... 1 50 1 75	California navels
Cantaloupes, cr. .... 5 00	Large ..... 3 00 3 50
Cherries, Canadian, box..... 0 60 1 25	Small ..... 3 75 4 25
Cocoanuts, sack..... 4 50	Mexican ..... 2 50 2 75
Gooseberries, bas..... 1 50	Valencia ..... 4 00 5 00
Grape Fruit—	Peaches, new, ct. .... 2 50
California ..... 3 75 4 75	Pears, box..... 3 50
Lemons—	Pineapples, case 2 75 3 00
Verdelli..... 5 50	Plums, case..... 2 75 3 00
Sorrento..... 3 50	Watermelon, ea. 0 50 0 60
	Strawberries—
	Canadian, box.. 0 06 0 08

Vegetables—There have been but few changes in the vegetable market. Canadian carrots are now received and have supplanted the imported variety. Potatoes, cucumbers, etc., are not yet ready for the market, but it is only a matter of a short time until the home grown goods will be glutting the market, as from all reports everything is doing well. Tomatoes are still firm with the demand increasing. Imported new potatoes are slightly cheaper.

Asparagus, per dozen..... 0 90	Egyptian, sack. 2 75 3 00
Beets, hamper..... 1 75	Potatoes, Ontario, bag..... 0 55 0 60
Beans, green per hamper..... 3 00	Potatoes, Delaware..... 0 78
Beans, wax, per hamper..... 2 75	Potatoes, Texas 3 00 3 25
Cabbage, case..... 1 75	Potatoes, new, bushel..... 1 75
Carrots, Canadian, bunch..... 0 30	Parsley, per doz..... 0 25 0 30
Cauliflower, dz..... 2 25	Radishes, doz..... 0 25
Cucumbers, doz..... 1 25	Peas, green, per bushel..... 2 50 2 75
Cucumbers, hpr..... 2 50	Rhubarb, doz.. 0 15 0 25
Lettuce, hamper..... 2 00	Spinach, hamper..... 0 60
Lettuce, Canadian, dozen... 0 25 0 30	Tomatoes, Canadian, h.h., lb. .... 0 17 1/2
Mushrooms, lb. 0 50 0 60	Turnips, bag..... 0 40
Onions—	Tomatoes, Texas crate 4 basket ..... 1 75
Texas Bermudas per crate..... 2 50	
Bermuda, case 45 lb..... 1 75	

Fish—With the exception of trout and whitefish there is nothing new in the fish market. Supplies are coming in more freely and the market is slightly

brisker. The change, however, is not very appreciable.

FRESH CAUGHT FISH			
Halibut..... 0 09 0 10	Steak cod..... 0 08	Salmon trout..... 0 11	Perch..... 0 07
White fish..... 0 11 0 12	Haddock..... 0 07	Mackerel..... 0 22 0 23	
FROZEN LAKE FISH			
Pickereel yellow..... 0 06	Pike..... 0 07	Whitefish, frozen..... 0 04	
OCEAN FISH (FROZEN)			
Herring, per 100..... 1 50	Salmon, pink, per lb.. 0 08	Mackerel, each..... 0 22	" red..... 0 09
Smelts, No. 1..... 0 08			
SMOKED, BONELESS AND PICKLED FISH			
Acadia, tablets, box..... 1 60	Fillets, per lb..... 0 11	Bloaters, per basket... 0 50	Haddie, Finnan..... 0 07
Codfish, shredded, box 1 50	Herrings, Digby, bundle 4 60	" Bluenose, " 1 40	Herrings, Imported Loch Fyne, per kit.. 1 50
Cod steak, per lb..... 0 07	Kippers, per box..... 1 25	Cod, Imperial, per lb.. 0 05	Quail on toast, per lb.. 0 05 1/2
Ciscoes, per basket.... 1 25			

PROTECTING RETAILERS.

Wholesale Grocers of Spokane Adopt Agreement Asserting Their Loyalty to the Retail Trade.

The wholesale grocers of Spokane have adopted the following agreement:

"That the wholesale grocers of Spokane exercise the utmost loyalty to the retail dealers in selling only to those who are entitled to buy at wholesale.

"That we do not encourage new merchants in embarking in business in places already overcrowded with competition.

"That we refuse financial support to the incompetent dealer who has not the ability to succeed and who, through ignorance of the cost of doing business, sells goods at a loss, thus causing his competitors much annoyance and loss of legitimate profit.

"In doing these things, which are fair to both ourselves and customers, we can expect and will receive the support of the retail merchants throughout the Inland Empire."

Wellington M. Howe, grocer, Arnprior, Ont., has sold to D. Tuffy, formerly of Cobden, Ont. Mr. Howe intends taking trip to the west for his health.

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland



The New Flavor  
**MAPLEINE**

Better Than  
Maple

The Crescent Mfg. Co.  
Seattle, Wash.

Order from your jobber, or  
Frederick E. Robson & Co.  
26 Front St. E., TORONTO

SEASON 1908-9

**Dried Apples**

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for  
**DRIED APPLES**

**O. E. ROBINSON & CO.**

ESTABLISHED 1886

**Ingersoll - Ontario**

Would you like our Weekly Circular

**TRY LEARD'S LOBSTERS  
and CANNED CHICKEN**

Write for Prices

**W. A. LEARD**

Summerside, P.E.I.

**Lemon Bros.**

Owen Sound, Ont., and Sault Ste. Marie  
Wholesale FRUIT, FISH and PRODUCE  
Commission Merchants, and  
Dealers in HIDES, WOOL and RAW FURS

**Oval Butter Dishes**

Write us for Prices

Graham Bros. & Co., Kinmount, Ont.

**CARTER'S**  
EXTRA CONCENTRATED  
**LEMON SYRUP**  
"BIG WHEEL"  
**LEMONADE.**  
CRYSTALS OR POWDER.

H. W. CARTER & CO., LTD., The Old Refinery, BRISTOL, ENG.

## Quaker Brand Salmon

Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on QUAKER BRAND.

### Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

## Sardines That Sell

are those that have a guarantee on each tin!

### Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high-grade oil. Each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree. Order from any wholesale grocer, and don't forget the name CONCORD.



#### LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

It's knowledge that directs the successful grocer in stocking up with

## Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand" because this is the "quality" brand, and we leave no stone unturned to maintain the high standard we have attained. Order to-day.

### CONNORS BROS., Limited Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Aherne, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shalcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



## Artist's Touch to the Display that Sells Goods

**Calgary Clerk Points Out a Difficulty in Dressing a Window Which Will be Profitable—Slipshod Methods of Some Grocers Who Fill a Window Simply to Cover the Bare Boards—Encouraged by His Employer.**

The actual test of a window is obtained by a glance over the sales sheet. Did it lubricate business, and were all the goods sold that composed the display?

These questions were suggested by a clerk in a Calgary, Alta. grocery store, who states that his aim is to build up a window that will not only attract attention, but will lure the people into the store, with a desire to have some of the goods on display. He admits that there is no positive prescribed method to follow, and that even windows that have received the most attention may prove failures as far as bringing in new business goes.

He referred to grocers who have windows that are well suited for dressing, but which the proprietor fills in with a hodge-podge of goods merely for the sake of having something in the window and of keeping it from being entirely bare.

"Of course, the grocer who is actuated only by this desire receives no benefit," he maintains. "He does not believe in window displays because he never attempted to get anything out of them, and no doubt discredits stories of what others have done in this respect. Grocers or merchants of any kind who come under this list were born about a century too late. They would have been more at home in one of the old-time shops that are made the butt of jokes in the comic supplements."

But going back to this particular clerk, he is possessed of the laudable ambition to become a window-dressing artist, and he is not unwilling to work after hours now if need be to prepare windows.

### Keeps an Eye on Results.

"I would like to become good enough at this work to be able to demand a good salary for it alone. I like the grocery business and have no desire to leave it, but I like window dressing, and particularly do I like to watch for results from my work."

This clerk is employed in a store of ordinary size, but there is something about the entire effect that gives it distinction. The shelves are neatly arranged, with goods, and there is a general appearance denoting that some one has more than a passing interest in both the interior and exterior.

"I like a good Saturday window," he remarked in a casual way. "I like to have the window looking good all the time, but it feels good to finish the week with better business than even you expected, and I find that a window will help a whole lot in that respect."

He explained that his employer encouraged him to dress the window as

often as he liked, provided it did not interfere with business too much.

### The Artistic Touch.

When asked his opinion of how the touch that made a window successful could be obtained, he answered: "Now you've got me. I do not know, and I don't think any one can answer that question. Some men can paint pictures and others can scarcely paint a barn. It's the same thing with windows. First you have to get the idea. At least, I believe that best results are obtained when the whole window has been previously thought out. Elaborateness does not always have the best effect. In fact, for the ordinary grocery store, the simple idea should only be attempted.

"You've got to get the people interested first. You have won the initial step if you get them stopped in front of the window looking at your display. You should make the general public feel that they need this article. A good show card, aptly worded, can help a lot in getting this part of your system to work and after that it depends upon the people themselves."

It is gratifying to find that this end of the grocery system is not overlooked in at least some stores. They are very much in the minority, it is true, and for that reason those who realize the import-

JAMAICA CIGARS  
and CIGARETTES

### "La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.  
7 Port Royal St.  
Kingston, Jamaica, B. W. I.

Agent required for these  
Products in Canada.  
Special inducement to financially responsible party.

Never Run Short of  
**SHAMROCK**

**BIG PLUG**  
**SMOKING TOBACCO**

Your client will buy his  
groceries where he buys  
his SHAMROCK tobacco

**McDOUGALL**

Insist upon having them  
D. McDOUGALL & CO. Ltd., Glasgow, Scotland

**CLAY PIPES**

**SPRAGUE**

**CANNING MACHINERY CO.,**  
CHICAGO, ILL., U.S.A.

**TANGLEFOOT**



The Original Fly Paper  
For 25 years the Standard  
in quality  
All others are imitations

**Black Watch**

The Big Black Plug  
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



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are drawn t  
originality,  
effect.

BUS

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R. Finley  
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Mrs. R. C  
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M. S. Gold  
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has sold to

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Montreal, Que

The

## THE CANADIAN GROCER

ance of their windows are getting the most from them. Those of a striking appearance are so few that the public are drawn to those which show some originality, and a desire to secure good effect.

### BUSINESS CHANGES.

#### List of Happenings of Interest to Canadian Grocers—Many Stores in New Hands.

##### Ontario.

R. Finley & Son, Meaford, Ont., have assigned.

Mrs. R. Currell, grocer, Ottawa, offers to compromise.

V. J. Bosworth, grocer, Chatham, Ont., has sold to A. I. Sample.

M. S. Goldring has opened a general store at Superior Jet., Ont.

The Modern Canner Co., Ltd., of Toronto, have obtained a charter.

John M. Scott, grocer, Sandwich, Ont., has sold to his brother, Albert Scott.

Spofford & Co., general merchants, Stouffville, Ont., advertise to sell stock on June 29th.

##### Quebec.

Dion & Co., grocers, Quebec, Que., have assigned.

The King George grocery, Montreal, Que., has registered.

La Compagnie d'Epiceurs Limitee, Montreal, Que., has registered.

The Montreal Coconut Butter Co., Montreal, Que., has registered.

J. A. Laframboise & Co., grocers, Montreal, Que., has registered.

The United Soap Co. of Canada, Maisonneuve, Que., has registered.

The assets of Brault & Co., wholesale grocers, Montreal, Que., are advertised for sale.

##### Western Canada.

D. Schmidt has opened a general store at Acme, Alta.

Beach & Raynor, grocers, Bellevue, Alta., have dissolved.

P. T. Clarke has opened a general store at Otthon, Sask.

H. Sylvester, grocer, Norwood, Man., has sold to A. T. Colley.

C. L. Ormsby has opened a grocery business at Eburne, B.C.

J. Shwartzman has opened a general store at Star City, Sask.

R. Wilde, grocer, Winnipeg, Man., is succeeded by E. Wheatley.

G. Miller, grocer, Victoria, B.C., is succeeded by Mrs. E. Morice.

H. Sylvester, grocer, Winnipeg, Man., is succeeded by E. T. Colley.

B. R. Orser, Camrose, Alta., is opening a wholesale fruit business.

Fowler & Co. have begun a hotel and grocery business at Princeton, B.C.

Caroline Morgan, grocer, Swinburne, Sask., has sold to A. Mikelash & Co.

W. H. Campbell & Co., general merchants, Goodlands, Man., have dissolved.

Edstrom Bros., general merchants, Edberg, Alta., have sold to the J. Harris Co.

Riggs & Whyte, general merchants, Stettler, Alta., have sold to Sharpe & Page.

G. R. Fennings, grocer, Vancouver, B.C., has sold to M. J. and Mary MacDougall.

Ruddell Bros., general merchants, Carnduff, Sask., have sold to McYayden & Hayes.

Sadler & Stuart, general merchants, Gainsboro, Sask., are succeeded by A. B. Stuart.

R. H. Scott & Co., general merchants, Lampman, Sask., are succeeded by John Uptigrove.

C. A. Haddshell, general merchant, Spy Hill, Sask., has admitted C. Perrin as partner.

The Francis Mercantile Co., general merchants, Francis, Sask., have sold to Wm. Brydon.

Fiman & Plotkin, grocers and butchers, Winnipeg, Man., have opened a branch store at Swift Current, Sask.

The Farmers' Co-operative Store, Ltd., Gwynne, Alta., have opened branches at Wetaskiwin, Lewisville, and Bittern Lake.

Geo. G. Davey, of Toronto, has joined Nicholas Bawlf, of Winnipeg, in a grocery brokerage in Winnipeg. The name of the company is Bawlf, Davey & Co.

## Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

# "Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured  
from

Imported Leaf Exclusively

**The Geo. E. Tuckett & Son Co., Limited**

HAMILTON, CANADA.

**Classified Advertising**

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postage, etc.

**ADDING MACHINE.**

**A**DDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

**AGENTS WANTED.**

**W**ANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. 1/2 and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

**AGENCIES WANTED.**

**A**FIRM OF MANUFACTURERS' AGENTS are anxious to secure a high class line of Jams and Jellies for the Dominion. Highest references. Reply, "C.S.A.," Room 11, 36 Toronto Street, Toronto. (26)

**A**FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

**MALE HELP WANTED.**

**W**ANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

**BUSINESS CHANCES.**

**F**OR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

**I**F YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, WM. J. PLATT & CO., Bridgeport, Conn. (26p)

**W**ANTED—A grocer desirous of making his own fruit preserves, extracts, juices, jams, syrups. Write me for outfit and formulae. G. T. Hamel, canning expert, P. O. Box 174, Ottawa. (27p)

**COUNTER CHECK BOOKS.**

**C**OPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

**O**UR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

**FOR SALE.**

**F**OR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

**MISCELLANEOUS.**

**A**BOON TO EVERY GROCER. A perfectly reliable fountain pen is to be found in the Beaumont "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thickness to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**MISCELLANEOUS.**

**A**NY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

**A**TTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

**C**OUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

**D**DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

**E**GRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

**E**LMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

**E**RRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St., E., Montreal. (tf)

**E**VERY RETAIL MERCHANT should use a Typewriter and every retail merchant would use a Typewriter if he knew the liberal proposition we are prepared to make. A simple request will bring it. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto, Ont.

**F**IRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

**G**ET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

**I**F YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

**K**AY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

**M**ODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

**P**ROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**MISCELLANEOUS.**

**S**COTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

**S**AVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

**S**AMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

**T**HE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

**T**HE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

**W**ANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

**W**AREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**W**HEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

**Y**OU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

**Y**OU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

**POSITION WANTED.**

**N**EW INDUSTRIES—A practical man, acquainted with various manufacturing processes, and designing and direction of complete plant, wants opening as manager. Twenty years' experience in first class English manufactories, covers soap making and glycerine refining, bone products, lard, gelatine, bone meal, etc., manufacture of cresylic and carbolic acids and other coal tar products. Good chemist. Highest references for character and fidelity. Address, "Practical," c/o CANADIAN GROCER, 88 Fleet St., London E.C. (26p)

**REPRESENTATIVES WANTED.**

**P**ROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

**Bakin**  
Diamond W. H. Co.  
1-lb. tins, 3 doz. in case  
1-lb. tins, 5 " "  
1-lb. tins, 4 " "

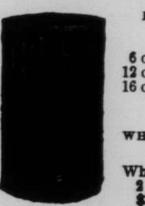
**IMPERIAL B.**  
Cases.  
4-dozen.....  
3-dozen.....  
1-dozen.....  
3-dozen.....  
1-dozen.....  
1-dozen.....



**CANADIAN CA**  
Aylmer Jams  
Per doz  
Strawberry..... 1 90  
Raspberry..... 1 90  
Black currant... 1 80  
Red currant..... 1 80  
Raspberry & red  
currant..... 1 80  
Raspberry and  
gooseberry... 1 80  
Damon plum... 1 70  
stoneless..... 1 80  
Greengage plum,  
stoneless.... 1 70  
Gooseberry..... 1 80  
Pure Pres  
5's & 7's per  
doz. in case, \$2 doz.  
1-lb. tins, 80c doz.



**Cartoons— Per doz**  
No. 1, 1-lb., 4 doz 2 40  
No. 1, 1-lb., 2 doz 2 50  
No. 2, 5-oz., 6 doz 0 80  
No. 2, 5-oz., 3 doz 0 85  
No. 3, 2-oz., 4 doz 0 45  
No. 10, 12-oz., 4 doz 2 10  
No. 10, 12-oz., 2 doz 2 20





**A] GROCER'S CO-OPERATION**



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

**ANDREW WATSON**

51 YOUVILLE SQUARE, MONTREAL

**NOTICE TO MANUFACTURERS**

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

**R. B. Wiseman & Co.**

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg

BRANDS

**"BANNER" & "PRINCESS"**

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

**St. George Evaporated Cream**

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

**J. MALCOLM & SON**

ST. GEORGE, ONT.

**A REAL LASTING SHINE for every user of**



It preserves and softens the leather.

It is waterproof.

It does not clog or stain the clothes.

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30-lb. wood palls, .....  
Pure assorted jam, 1-lb  
dosen in case, .....  
Jelly P  
IMPERIAL D



Assorted flav  
B  
The GENUINE. P



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Less than 5 cases, ...  
Five cases or more, ...



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Should be in every grocer's store.

**McGregor's Patent Bag Holder**

**KILGOUR BROS.**  
Wellington St. West **TORONTO**

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 Chinese starch, 48 1-lb., per case \$4.00;  
 Ocean Baking Powder, 48 3-oz., \$1.40;  
 48 4-oz., \$1.80; 60 3-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;  
 Ocean blancmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00;  
 36 4-ounce, \$7.90;

Ocean corn starch, 48 1-lb. **\$3.60**

**JAM** Per lb. 0 06 1/2  
 30-lb. wood pails.....  
 Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

**WHITE SWAN SPICE AND CEREALS, LTD**  
 White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.  
 "Shirriff's" (all flavors), per doz ....  
 Discounts on application.

"Purity" licorice, 10 sticks..... 1  
 100 sticks.....  
 Dulc, large cent sticks, 100 in box.....

**Lye (Concentrated)**

**GILLETT'S PERFUMED LYE**  
 Per case  
 1 case of 4 doz \$3 50  
 3 cases of 4 doz 3 40  
 5 cases or more 3 35

**ST. CHARLES CONDENSING CO**

PRICES:  
 St. Charles Cream family size, per case..... \$3.90  
 Baby size, per case..... 2.00  
 Ditto, hotel, 3.70  
 Silver Cow Milk 4.65  
 Purity Milk.... 4.35  
 Good Luck.... 4.00

**IMPERIAL PURE AND DELICIOUS**  
 TRUE FRUIT FLAVORS  
 CARTONS EACH 1 DOZ.

**Lard**  
**M. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**

Tierces.... \$0 12 1/2  
 1-bbls. .... 0 13  
 Tubs, 60 lbs. 0 13  
 20-lb. Pails. 2 65  
 20-lb. tins.. 2 55  
 Cases 3-lb.. 0 13 1/2  
 " 5-lb.. 0 13 1/2  
 " 10-lb.. 0 13 1/2

**F.O.B. Montreal.**

**Marmalade.**  
**T. UPTON & CO.**  
 12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

**SHIRRIFF BRAND**  
 "Imperial Scotch"  
 1-lb. glass, doz... 1 55  
 3-lb. " " " 2 30  
 4-lb. tins, " " 4 65  
 7-lb. " " " 7 35

"Shredded"  
 1-lb. glass, doz.... 1 90  
 3-lb. " " " 2 10  
 7-lb. tins, " " " 3 25

**Mustard**  
**COLMAN'S OR KEEN'S**  
 D.S.F., 1-lb. tins..... per doz. \$ 1 40  
 " 3-lb. tins..... " 2 00  
 " 1-lb. tins..... " 0 40  
 Durham 4-lb. jar..... per jar 0 75  
 " 1-lb. jar..... 0 25  
 F.D. 1-lb. tins..... per doz. 0 85  
 " 3-lb. tins..... 1 45

**IMPERIAL PREPARED MUSTARD**  
 Small, cases 4 dozen..... 0 45 dozen  
 Medium, cases 2 dozen..... 0 90  
 Large, cases 1 dozen..... 1 35 "

**Olive Oil**  
**LAFORTE, MARTIN & CO., LTD.**  
 Minerva Brand—  
 Minerva, qua. 1's ..... \$ 2 75  
 " pta. 2's ..... 6 50  
 " 1-pt. 2's ..... 4 25

**Sauces**  
**PATERSON'S WORCESTER SAUCE**  
 1-pint bottles, 3 and 6 dozen cases, doz 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

Assorted flavors—gross 10.75.  
**Soap**  
 The GENUINE. Packed 100 bars to case.

**FELS-NAPHTHA**

**GUNNS "EASIFIRST" LARD COMPOUND.**

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 Tubs.... 0 12 1/2  
 20-lb. pails. 0 13  
 20-lb. tins.. 0 13 1/2  
 10-lb. " " 0 14  
 5-lb. " " 0 13 1/2  
 3-lb. " " 0 13  
 1-lb. cartons 13 1/2

**Cereals.**

**Post Toasties**  
**Grape Nuts**  
 A Food

**DWIGHT'S SODA**

Case of 1-lb. containing 60 packages, per box, \$3.00  
 Case of 1-lb. containing 120 pkgs. per box, \$6.00  
 Case of 1-lb and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$6.00  
 Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

Prices—Ontario and Quebec:  
 Less than 5 cases..... \$5 00  
 Five cases or more..... 4 95

**Fly Pads.**  
**WILSON'S FLY PADS**  
 In boxes of 50, 10c.; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.

**Licorice**  
**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper, per lb..... \$0 40  
 Fancy boxes (36 or 50 sticks), per box... 1 25  
 "Ringed" 5-lb. boxes, per lb..... 0 40  
 "Acme" pellets, 5-lb. cans, per can.... 2 00  
 " " (fancy box, 60), per box 1 00  
 Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00  
 Licorice lozenges, 1-lb. glass jars..... 1 75  
 " " 20 5-lb. cans..... 1 50

Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.  
 Post Toasties—No. T3, \$2.85.

**MAGIC BRAND** Per case  
 No. 1, cases 60 1-lb. packages..... \$2 80  
 No. 2, " 120 1-lb. " " " 2 00  
 No. 3, " 60 1-lb. " " " 3 00  
 No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case..... 3 05  
 5 cases..... 3 05



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 SAVE TIME & MONEY



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 Per case  
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 Per doz  
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 Per lb  
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 0 27 1/2  
 0 27 1/2  
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